COMMERCE AMERICA

U.S. Department of Commerce / February 28, 1977

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SOCIAL SCIENCES

The New Portugal Looks to U.S. Suppliers

Newsmemo

Trend-spotters watching the flow of U.S. Government research contracts saw them heading toward campuses last month. The columns of COMMERCE BUSINESS DAILY, which lists most major government contracts, had items on 166 such contracts for educational institutions, worth $70 million. In January 1976 the comparable total was $35 million. The broad spectrum of research and consultant opportunities ranged from pest control to computer software development,. To observe these and other trends in federal contracts, write for a free sample copy of COMMERCE BUSINESS DAILY from the magazine's offices, Room 1304, 433 W. Van Buren St., Chicago, Ill. 60607.

Another kind of research—into personal and family data—is being assisted by a newly published directory. It lists 288 official sources of such records in the 50 states, District of Columbia, Canal Zone, Puerto Rico and other U.S. jurisdictions. In 48 pages it indicates how far back the records go—Boston's birth and death records to 1639, the earliest divorce files, to 1860 in Vermont, for example—and their costs. "Birth, Marriage, Divorce, Death—On the Record" is available from Reymont Associates, 29-R Reymont Ave., Rye, N.Y. 10580, at $2.50 per copy.

January's cold weather put some people out of jobs but helped others find work. Robert Half, whose personnel agency specializes in financial executive, accounting and EDP jobs, sampled 12 of the firm's 50 U.S. offices to report: "Unmistakably, the type of applicants who refuse to allow weather conditions to interfere with their job hunting efforts are proving to prospective employers that their drive and commitment are well above average. These assets are quickly recognized and appreciated by management." In Minneapolis, where the windchill factor once hit —70°, fewer people sought jobs, but the branch office had its best January placements, ever.

CMfgE and CMfgT—lines off an eye chart? Not at all; they stand for Certified Manufacturing Engineers and Certified Manufacturing Technologists, as recognized by the Society of Manufacturing Engineers. More than 13,000 engineers, supervisors, technicians and technologists have been certified since the program began in January 1972. Purpose is formally to recognize manufacturing personnel, with or without university degrees, for their proven on-job expertise and to keep them current on new technology. Exams in the engineer category are open to those with ten years of experience; technologists must have three years on the job. More details are available from the SME Certification Manager, P.O. Box 930, Dearborn, Mich. 48128.

An International Harvester Co. grant is supporting a U.S.-USSR farm exchange program. Now in its second year, the program will send 14 young Americans to Soviet state and collective farms this summer, and bring 14 young Soviets to this country to live and work with farm families. The National 4-H Council, U.S. Dept. of Agriculture and the college Cooperative Extension Service are conducting the program. IH sees its financial support as a contribution to international understanding and enhancement of world food production.

Young people will be spotlighted at the Chicago World Trade Conference. Seven international business students, four of them foreign nationals, will be featured in a session just prior to the conference. Two will be chosen to present papers on some phase of international business activity. Critiques will follow with business leaders, professors and fellow students participating. Fifty students took part in a nationwide competition that produced the conference finalists. The Chicago World Trade Conference is scheduled for March 31 and April 1.

The Inter-American Development Bank's lending support to growth projects in Latin America has now topped $10 billion. A $59.5 million loan for a pulp and paper development complex in Honduras put the bank past this milestone. It all began in February 1961 with a loan for a drinking water system in Arequipa, Peru. The sums that the bank lent have helped to finance economic and social development projects with a total value of more than $41 billion. Many U.S. firms have supplied goods or services to these projects.

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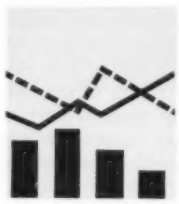

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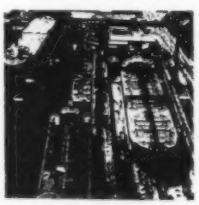

COVER: Major ship repair facilities of LISNAVE in the Tagus River estuary near Lisbon set the keynote for a series of articles on business opportunities in present day Portugal. Commercial Officers at the American Embassy in Lisbon and international trade specialists of the Commerce Department collaborated on these articles, beginning on page 28.

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Crucial Question On Tax Rebate: How Much Will Consumers Spend?

This column was prepared by John W. Kendrick, Commerce Chief Economist, in collaboration with Leslie W. Small.

John W. Kendrick

Public discussion of a $50 per person rebate has revived an old argument among professional economists concerning the degree of stimulus and the timing of temporary tax cuts. The question seems to defy quantitative analysis since it involves a prediction on how millions of consumers are likely to behave after receiving a small, one-time windfall. Even comparisons with somewhat similar situations in the past do not lead to firm conclusions.

President Carter proposed a $50 rebate to each taxpayer and dependent as part of a program to reverse the deceleration in economic recovery and reduce unemployment. The program also includes some permanent tax reduction for persons at the low and moderate income levels as well as government spending on public works and other job-creating projects. Over the past seven quarters recovery from a deep recession has been uneven with growth rates ranging from 11½ percent to 2½, and the most recent three quarters have averaged only about 3½ percent.

Even as the new administration's economic package was proceeding through the preliminary congressional stages, economic activity was temporarily disrupted in some sections of the country by a wave of snow and bitter cold and an accompanying shortage of natural gas. Although most of the lost production can be recouped later in the year, many consumers will face fuel bills that are significantly higher than normal. The cold winds also eroded consumer confidence, according to one poll, but fragmentary data on retail sales over the past three weeks indicate that this effect may be temporary.

Those who doubt the efficacy of a temporary tax cut believe that consumers will either put it in a savings account or use it to pay bills. In economic terms, any unspent portion of disposable (after-tax) income is savings, which will not provide the desired immediate stimulus for the economy.

Examination of data on spending and saving does not provide very much guidance on how much of a given increase in income, as a result of a tax reduction or tax rebate, is likely to be spent. Comparisons with the 1975 tax reduction and rebate, for example, are inconclusive because there is no satisfactory method for determining how much consumers would have spent in the absence of the tax changes in their favor. In addition, it could be argued that it was cyclical effect, rather than income effect, since the economy was beginning to turn upward at about the time the 1975 tax changes occurred. This complication can be compounded by asking a further question: was the recovery already under way at the time of the tax cut, or was it triggered by the tax cut?

The purpose of a tax cut or rebate is to increase expenditures and it can be argued that bolstering consumer confidence is more important than the small increase in income. Thus, it is not merely coincidental that savings declined sharply (and spending increased) in the first quarter of 1975—even though the tax changes did not occur until May. The proposed rebate and cuts were widely discussed in advance and were surely welcome news to consumers who had been buffeted by rapidly rising prices, and reports of layoffs and declining job opportunities. Much of the increased consumer spending in the first quarter of 1975 was in the durable goods sector, as indicated in the table, and this was due in part to a pickup in new car sales as manufacturers offered rebates to purchasers.

Consumers obviously save a large part of any significant tax reduction, at least for a month or two. The 1975 tax cuts were concentrated in May, and the second quarter savings flow registered a sharp rise.

Tax windfalls also lead to some reduction in outstanding debt, if the 1975 experience can be used as a guide. Repayments of credit increased modestly in May of that year, and there was a small net reduction in debt somewhat comparable to the reduction in the preceding December. (The December decline may have resulted from an entirely different attitude on the part of consumers: rising unemployment and double-digit inflation may have created concern about meeting future installment payments).

While data on savings flows and retail sales provide evidence of anticipatory consumer spending, the statistics on credit indicate a slight lag in consumer spending. In 1975, consumers did not extend their credit appreciably in May or June, the months when most rebate checks were received, but they started using credit more liberally in July.

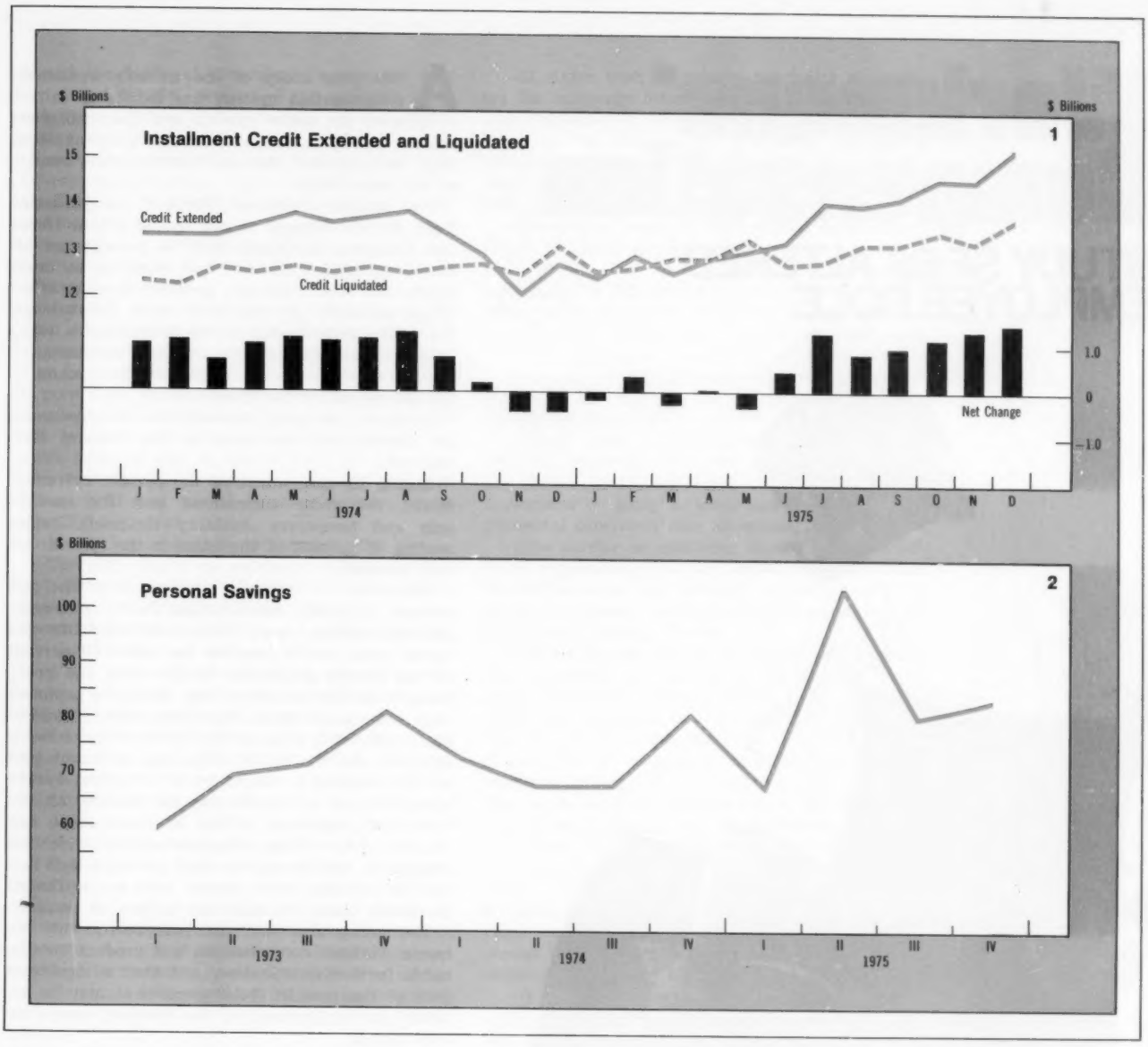
The phenomenon of increased consumer spending in anticipation of a tax cut may occur more often than is generally assumed. This apparent effect also occurred in 1964; an upturn in consumer sales occurred before a general tax cut took effect—but after its enactment seemed assured.

It is possible that anticipatory spending has already occurred in advance of the current proposed tax reduction. Re-

Selected Data on Consumers

(In Billions)

Year and Quarter	Personal Savings	Disposable Personal Income	Personal Tax Payments	Expenditures for Consumer Durables
1974:1	72.6	948.4	207.7	118.6
1974:2	67.8	969.5	214.7	122.5
1974:3	67.6	998.0	222.7	128.0
1974:4	80.8	1015.8	226.8	117.4
1975:1	67.2	1023.8	228.7	122.1
1975:2	104.5	1088.2	191.7	127.0
1975:3	80.5	1091.5	224.1	136.0
1975:4	83.7	1119.9	230.8	141.8



cent data show that, despite slow growth in the fourth quarter of 1976, retail sales pulled out of a slump and grew stronger as talk of a tax cut became more intense. December retail sales were 4 percent above November, after adjustments for seasonal influences, and represented the largest increases since December 1964. While Gross National Product advanced slowly in the fourth quarter, it was due to a sharp cutback in inventory investment rather than lack of consumer buying.

Retail sales declined 2 percent in January, but this was to be expected in view of one of the coldest Januarys on record in most sections of the United States east of the Rocky Mountains. Furthermore, preliminary data indicate that sales began to pick up again in late January and early February as the severe weather moderated.

Higher-than-normal fuel bills that resulted from the frigid weather will reduce the amount consumers have to spend on other goods and services. However, these expected cutbacks in some types of consumer spending will be offset in part by purchases of more fuel. This redistribution of consumer goods and services will have adverse employment effects, however, because utilities generally use more capital and less labor than industries that provide other types of consumer goods and services. There also could be some adverse effect on consumer confidence. On the production side, cutbacks that resulted from severe weather and the natural gas shortage are not likely to have a noticeable effect on the 1976 performance as a whole since much of the lost output can be made up as natural gas becomes generally available.

An important difference should be noted between the current situation and the economic setting in early 1975. Two years ago the economy was at the nadir of the most severe recession of the postwar period. The economy has now recovered for two years, even though the pace has been slowing in recent quarters.

The stimulus package proposed by President Carter is designed primarily to have an immediate impact on retail sales and other personal consumption expenditures. The rebate stimulus will be reinforced by direct expenditures for job creation and training. This type of expenditure was missing from the Tax Reduction Act of 1975.

Workmens' Compensation

STUDY SEES ALTERED EMPLOYEE ROLE

A two year study of the nation's workmens' compensation system has led to a call to reorganize the entire system and the employer's role in it. However, for the time being at least, they recommended that its administration remain at the state level.

The Interdepartmental Workers' Compensation Task Force's 58-page report to the White House and Congress concluded that "A program so affected by local conditions and requiring so much interaction with claimants probably is more effectively managed at the state level. On balance, the group recommends giving the states a while longer to strengthen their workers' compensation systems. Legislation to federalize the system is not warranted at this time."

However, the group insisted that state progress be assisted and monitored by the Federal Government.

Saying its assessment of the present system is mixed, the group commented that the medical only and temporary disability claimants, representing 95 percent of the cases in the system, are well handled.

Meanwhile, it expressed concern about the permanent disability, work-related death, and occupational disease cases. Permanent disability and death cases are responsible for about 50 percent of the benefit payments. In this area the group found excessive litigation, long delays in payment, high subsequent rates of persons without employment, and little relationship between the benefits awarded and the actual wage loss. A major part of this problem is caused by a settlement system which focuses on terminating the liability of carriers and employers, either by compromise and release, or by a lump sum arrangement which attempts to foretell the amount of wage loss that will be sustained by a person with a specific impairment. Such estimates are subject to error.

The group also said that the relationship between workers' compensation and product liability needs further examination, and that a significant part of the product liability problem may be resolved by impairments in the workers' compensation system.

One of the main recommendations of the policy group was that compensation for wage loss be separated from any other benefits provided by workers' compensation, and that the wage-replacement benefits be paid as wage loss accrues. With wage loss as the main element of compensability, there would be increased incentive for the system to help claimants meet one of the other goals of workers' compensation rehabilitation and employment.

The policy group endorsed the 19 "essential" recommendations for changes in the workers' compensation system made in July 1972 by the National Commission on State Workmen's Compensation Laws. However, the group said that these recommendations were too limited in their approach, and that some of the present-day problems were severe enough to threaten the future of the system if the states enacted only the 19 and nothing more.

From the standpoint of benefits, the group

adopted the National Commission's proposal that they should be 66⅔ percent of the worker's wage up to a maximum of 100 percent of the state's average weekly wage.

For the long run, the group recommended that workers' compensation wage replacement benefits be superseded by Social Security and other retirement benefits at age 65. To prepare for this, they recommended that employers continue to pay Social Security taxes on workers' compensation wage replacement benefits.

The policy group insisted that workers' compensation should be extended to all employees, and endorsed the National Commission's proposal that coverage should be compulsory, and that no waivers be permitted. Extension of coverage to certain household and casual workers, and to seasonal farm workers has been a major problem. The report suggests that a special fund be set up in each state to sell coverage to pay any employer of household and casual workers' earning more than $200 a quarter.

Other recommendations included:

—Coverage should be extended to all work-related diseases, and to all illness arising during employment. It would still be necessary to show reasonable medical certainty or a high probability that the disease was work-related.

—When workers are exposed to hazardous substances, a registry should be established by the employer to maintain such records.

—Each state should establish a panel of experts including physicians, industrial hygienists, and epidemiologists, to determine the compensability of occupational diseases in the state. The findings of this panel should be binding as to all questions of fact or causation except for questions of law.

—Existing state legal compensability restrictions based on exposure criteria that are unrelated to medical and other scientific evidence should be eliminated, including restrictions on duration of exposure, recency of exposure, and whether exposure was in the state where the claim was made.

—Claimants with work-related disease should receive benefits identical to those with work-related injuries.

—No waivers of workers' compensation should be permitted for any pre-existing condition when employees are hired. When the exposures causing the disease have been incurred in the employ of more than one employer, the easiest way to assess liability is the "last employer principle."

—The Social Security Administration should develop the data and analyses necessary to assess the extent to which claims for disability insurance due to specific diseases, occupations, or companies.

—The Social Security Administration should develop the data and analyses necessary to assess the extent to which claims for disability insurance due to specific diseases are coming from certain industries, occupations, or companies.

—Long-term wage replacement benefits to disabled workers should be increased annually in proportion to the increase in the state's average weekly wage. Cases already receiving long-term benefits should be adjusted to current wage levels.

—If states wish to require indemnity to workers for non-wage losses over and above the wage loss compensation, it should set a maximum value based on "the whole man," and divide that into a ten-point scale, according to the degree of impairment. One-tenth of the "whole man" would be paid for each point on this schedule.

—Benefits in cases of work-related death should follow the same general pattern as that for wage replacement. The spouse would receive benefits amounting to 66⅔ percent of the worker's weekly wage up to the state's maximum benefit. Workers' compensation should also finance any necessary training, placement assistance, or child care to help the spouse find employment, and should supplement the spouse's earnings up to the level of the worker's earnings.

—Where there are young children or other dependents requiring care, the spouse should have the choice of staying home and caring for the dependents or going to work and receiving a supplemental dependent care allowance.

—The carrier or employer should have the primary responsibility for any physical or vocational rehabilitation for any claimant whose prospect for return to former earning capacity would be improved significantly thereby.

—Reemployment should be a major goal in workers' compensation and should be pursued vigorously. Employers should make every effort to rehire the employee on the same job, an equivalent job, or one within the capacity of the worker, if such job is reasonably available, or give the employee priority if such job becomes available. The state workers' compensation agency should oversee rehabilitation and reemployment.

—When a worker with temporary disability is not rehired or given a *bona fide* job offer, he should receive placement assistance and up to 60 additional days of workers' compensation, provided he is actively looking for a job. He may choose between workers' compensation and unemployment insurance, but should not receive both.

—If the employee refuses to return to work when suitable employment is available, the carrier or employer should be permitted to petition the state workers' compensation agency for permission to end wage replacement benefits.

—State agencies should explore the possibility of permitting employers with extensive fringe benefits to combine their work-related and non-work-related medical and wage replacement coverage.

—Workers eligible for Social Security disability insurance and workers' compensation benefits should be permitted to receive the higher of the two benefit levels, but not more than they would receive on one program alone. The same rules should apply to survivors.

"Perhaps the most important of our recommendations,", the group said, "is that the administration of the system by state agencies and carriers must be strengthened. This is prerequisite to our most fundamental recommendation; refocusing the system on wage replacement benefits for permanently impaired workers and placing greater emphasis on rehabilitation and reemployment."

. . . the group recommends giving the states a while longer to strengthen their workers' compensation systems.

Energy Digest

CHECKING IMPACT . . . Commerce's National Oceanic and Atmospheric Administration has contracted with a Massachusetts firm to estimate the impact of energy resource development on the air quality of the area where Arizona, Colorado, New Mexico and Utah join. Specialists from Environmental Research and Technology, of Concord, Mass., will review all available long-range transport models that could be used to estimate air quality in the 115,000-square-mile area. Primary emphasis will be on measuring the amounts of airborne sulfur dioxide and atmospheric sulfates.

BIG SAVINGS BY CHEMICAL MAKERS . . . The chemical industry will save enough energy to heat ten million homes a year in 1980 alone, according to John R. Ryan, a Hercules Incorporated vice president. He said that energy savings equivalent to 125 million barrels of oil a year will be achieved through massive energy conservation projects now under way or planned by U.S. chemical firms. Ryan said that Hercules' cumulative energy savings at 50 major plants will approach $75 million over the next four years, noting that several of the firm's plants have already cut energy use by more than 20 percent. "Soaring energy costs make conservation measures essential," said Ryan. "It's also good business. Our projects show investment returns of at least 20 percent. Some have even resulted in more than 100 percent return."

SCALING DOWN . . . The rising cost of keeping a car on the road has led about 25 percent of U.S. companies to begin using smaller autos within the past two years, according to a survey conducted by a Wisconsin consulting firm specializing in auto and travel costs. According to Runzheimer & Co., many firms have also taken to operating their cars longer before turning them in. The biennial survey found that auto expense rose more than 10 percent last year, and that insurance costs were now the third largest element in the business car budget, behind maintenance and gasoline. The 1977 Survey and Analysis of Business Car Costs is available for $96 from Runzheimer & Co., Rochester, Wis., 53167.

NATURAL GAS PRICING GUIDE . . . The Federal Energy Administration has issued a new source of information on its regulations entitled, "A Pricing Guide for Natural Gas Processors." This booklet explains in layman's language the pricing regulations affecting processors of natural gas and natural gas liquids. The guide also provides a list of FEA Offices where additional assistance is available. Copies of the Natural Gas Processors guide are available from the nearest FEA regional office or the National Energy Information Center of FEA in Washington, D.C.

T'AIN'T SO . . . Claims that reduced energy consumption would result in a stagnant economy, reduced GNP, and a loss of national wealth and prominence are "simply not true," according to former FEA Administrator John Sawhill. He notes that the "average West German consumes about 44 percent as much energy as his American counterpart, and still enjoys perhaps the strongest economy in the world." Sawhill, who is now president of New York University, spoke at a reception launching the National Energy Foundation, a non-profit educational organization promoting greater understanding of the energy problem. He pointed to tax incentives to promote improved home insulation, recycling of metals and power generation through burning solid wastes as the most immediately available methods for reducing U.S. dependence on imported oil.

DERRICKS UNWELCOME . . . The Maritime Association of the Port of New York has joined with The Council of American Master Mariners to voice its deep concern over the hazards to navigation safety that could result from unregulated placement of oil rigs, pipelines and other obstructions by off-shore oil industry operators in the heavily trafficked waters over the Outer Continental Shelf along the U.S. East Coast. The Council and the Association propose the establishment of Shipping Safety Fairways (designated corridors free of obstructions) to insure maximum safety for shipping approaching and departing New York Harbor.

SPACE CENTERS GO SOLAR . . . Buildings at six of NASA's space centers will be equipped to use solar energy for heat and hot water. The program aims to demonstrate that the relatively high initial cost of solar energy systems can be offset by substantial savings for electricity, oil and gas. Among the economically attractive applications are systems to supply all or part of the hot water or heat for a large office building, a manufacturing facility, cafeterias, and laboratories at the space centers. The ten projects are scheduled to be in operation by October.

Privacy Of Medical Data Object Of New Study

REPORT FINDS COMPUTERIZED RECORDS ARE BETTER HANDLED; SETS OUT 12 DATA MANAGEMENT PRINCIPLES

You can stop blaming the computer.

Researchers compiling a report on privacy of health records have discovered that computerized data is less likely to be abused than the manually-stored variety.

This was among the more significant findings of a two-year study of medical record abuses and their remedies sponsored by Commerce's National Bureau of Standards. The study, conducted by Alan F. Westin, professor of public law at Columbia University, has led to publication of an NBS program to protect people's rights in the handling of their health records. It is designed to assure that individuals have access to information about their health, and to allow them to specify what is to be released from their records, to whom, and for how long.

Although computers are being used increasingly by health care organizations, most instances of abuse of health information involve manual records. This is partially due to the fact that most sensitive medical and health data still are stored manually, and these records remain the chief means through which most transfers of sensitive data are carried out.

However, the study also found that, as a whole, computerized health records are more securely kept and processed at this time than manual records. Thus the study concluded that the main problem with use of automated medical records involves the potential harm created by the enormous amounts of data they can store and the ease with which it can be withdrawn.

"Computers have taken much of the blame for the privacy problem because they have indeed made it possible for record-keepers to keep more records and to have their records more complete," said Dr. Ruth Davis, Director of the NBS Institute for Computer Sciences and Technology. "It is clear, however, that the fundamental problems of privacy in record-keeping were not created by using computers. Instead, the greatly improved record-keeping ability afforded us by computers has just made the existing problem more conspicuous and aggravating.

"People are concerned today about their ability to control the collection of information about themselves and to exercise some measure of control over the use of that information. These concerns involve the allowable use of computers."

The ground-breaking study is intended as a model for instituting privacy safeguards in other record-keeping areas such as banking and finance, credit bureaus, education, welfare, and law enforcement and criminal justice.

Discusses follow-through

The book outlines 12 principles for management of data systems in the health field, and discusses alternative ways in which they might be carried out.

The principles are:

—There should be a procedure for issuing a public notice and privacy-impact statement whenever an automated data system is created in the health field, filed with an appropriate outside authority and communicated to any continuing population of individuals whose records will be affected.

—Socially acceptable standards of relevance and propriety in the collection of personal data should be worked out for data systems in each of the three zones of health data use, through public discussions and appropriate policy-setting mechanisms.

—Individuals should be given a clearly-written account of how their personal information will be used whenever they are asked to supply personal information to a health data system, along with the procedures to be followed before any uses are made of their data other than those originally specified.

—Forms used to release personal information from a health data system should be for a specific purpose, describe the information to be released, and should be limited in time, and the individual's consent to such releases should be informed as well as voluntary.

—As a general matter, patients should have a right to full information about their health conditions. Where health data is to be used to make judgments about service payment and claims, or in any non-medical social and governmental programs, the individual should have an absolute right to inspect what is to be released from his or her record. In chronic and acute care, patients should also have a right to see any part of the medical record, including the medical professional's working notes, if the patient insists upon this after the medical professional has had a chance to explain directly to the patient why he or she feels that such a disclosure would not be in the patient's best medical interest. A special procedure is suggested for patient access problems in psychiatric care.

—Managers of health data systems must take steps to see that personal records are as accurate, timely, and complete as the uses to which they are being put require for protection of individual rights.

—Data security measures must be taken to control access according to the policies set by law or by management, and the adequacy of those measures will be judged by the previous history of threats to data confidentiality in that type of organization.

—Health data systems should conduct special orientation and training programs to inculcate respect for citizen rights among their staffs.

—Each health data system should prepare and distribute a patient's rights handbook, and install a readily available and independent patient rights representative in the organization.

—Because new issues are posed whenever health data systems adopt new file applications, there should be provision for periodic independent review of each system.

—Special efforts should be made so that confidentiality rules do not interfere with the public's right to know what is being

done by government agencies or by private recipients of government funds, and to carry out critical oversight functions in the public interest.

—The importance of health-care evaluation and medical research calls for developing special procedures so that these activities can be carried on without jeopardizing citizen rights.

The study found that an individual's medical and health data now circulate, with little or no control by the individual, from doctors' offices, clinics, and hospitals to the files of insurance companies, health care review committees, employers, educational institutions, the military, the police, credit bureaus, government licensing agencies, research studies and surveys and a host of other users.

There is rising criticism, the study discovered, of the use of health data in many of these areas to make stigmatizing and discriminatory judgments about people. Examples were cited of leaks of confidentiality and misuse of health data about people who have had psychiatric care, homosexuals, women who have had abortions, or persons who want to keep confidential the fact that they are undergoing drug or alcohol rehabilitation.

"No single action," Westin said, "can hope to deal with the tremendously varied and complex issues of citizen rights in health record-keeping. It will take a mosaic of policy actions over time to do what is needed. But we must begin to take these actions now. We cannot afford to wait until national health insurance is enacted or the reorganization of the American health care system is completed."

The 381-page book, *Computers, Health Records, and Citizen Rights,* NBS Monograph 157, is available for $4.55 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Directory Lists Marine Products And Services

Approximately 800 categories of marine products and services provided to the marine/offshore industry are indexed in the second edition of the *Marine Products and Services Directory* published by the Marine Services Association of Texas (MSAT).

This 140-page directory serves as a source book of information about the marine products and services and identifies those MSAT firms who manufacture and/or distribute products or provide services to the marine industry.

Copies of the directory are available on a limited basis to non-MSAT-members at $5 per copy, plus $1 for postage and handling. For further information, write to MSAT, 1200 South Post Oak Rd., Suite 422, Houston, Tx. 77056.

U.S.-MEXICO AGREEMENT—*Under a recent agreement, U.S. shrimp fishing will be limited to the Contoy and Tampico grounds. Fishermen are required to post bond.*

U.S. Fishermen Allowed Limited Access Within Mexico's 200-Mile Zone

U.S. fishermen will not be completely shut out of Mexico's 200-mile economic zone off its coasts.

A recent agreement between the United States and Mexico provides for limited U.S. fishing activities within Mexico's 200-mile economic zone. Commerce's National Marine Fisheries Service reports that the agreement authorizes limited access for U.S. fishermen to traditional fisheries within 12 miles of the west coast of Mexico.

U.S. vessels are also authorized to harvest surplus portions of the total allowable catch, determined by Mexico, of snapper and grouper, shrimp, and associated incidental fishes within the 12- to 200-mile zone of Mexico's Gulf Coast. Moreover, continuation of the U.S. fishery for highly migratory species within the zone is also permitted.

The United States has accepted the concept of phasing out its shrimp fishery within the Mexican 12- to 200-mile zone. U.S. shrimp vessels will fish only on the Contoy and Tampico grounds.

In addition to paying annual permit fees, owners of vessels participating in either the shrimp or hook-and-line fisheries will be required to make a cash deposit of performance guarantee or post a performance bond with a Mexican bonding company to guarantee compliance with the obligations. The amount of the cash deposit or bond will be $1,600 for individual vessels, or $160 for vessels applying in association with others, with joint liability for loss of the cash guarantee or bond.

To determine the actual harvest, the master of each U.S. vessel will maintain a current vessel fishing log while in the Mexican economic zone, and at the end of each trip deliver a notarized report to the nearest Mexican Consular office, sending a second copy to the NMFS at St. Petersburg, Fla.

A limited number of U.S. fishing vessels that have traditionally fished within 12 miles of the Pacific coast of Mexico will be permitted to continue fishing for the same species, generally in accordance with past practices. Mexico has authorized a list of 141 vessels that may apply for permits to fish within the 12-mile zone.

Vessels that are on the list, if removed from the fishery, may not be replaced; nor can vessels remain on the list if there is a change in ownership, except in the case of transfer by inheritance of the vessel from parent to child and so long as the child operates the vessel. A vessel may also be removed from the list if it fails to fish for 12 consecutive months.

Enforcement of the agreement is the responsibility of Mexico which, under the agreement's provisions, may:

- stop, board, and inspect any U.S. fishing vessel fishing in the Mexican economic zone when there is reason to believe such vessel is not fishing in accordance with the terms and conditions of the agreement;
- seize and arrest U.S. fishing vessels that violate the agreement; and
- impose penalties, as provided by Mexican law, on U.S. fishing vessels that violate the agreement.

Recreational fishing in the Mexican economic zone is not covered by the agreement. Licenses and permits for such fishing may be purchased at Mexican Consulates in the U.S. and Canada.

Productivity Rise In 1976 Was Greatest In 14 Years, But Tapered Off Near End

Productivity in the private business sector grew faster in 1976 than in any year since 1962, according to the U.S. Department of Labor's Bureau of Labor Statistics.

Output per hour of all persons grew 4.5 percent, better than double the rate of increase of the preceding year. Output and hours of all persons also grew significantly during the year, according to the preliminary figures. The rise in output—6.8 percent for the year as a whole—is the largest increase since 1965, and the 2.3 percent increase in hours paid for was the biggest increase since 1973.

The recovery from the low recession levels of productivity growth of the last three years—productivity actually declined in 1974—was also evident in the cost movements. In 1976, unit labor cost increased 3.6 percent, compared with increases averaging 9 percent for the three preceding years. Hourly compensation was up 8.2 percent. The implicit price deflator also posted its smallest increase in three years, up 4.6 percent.

Real compensation per hour increased 2.3 percent—the biggest increase in three years—reflecting the moderating growth of the consumer price index as well as the increase in hourly compensation.

In the nonfarm business sector, productivity increased 4.2 percent, also the largest annual increase since 1962. Productivity growth in the nonfarm business sector has averaged 2.5 percent annually from 1947 to 1973; the faster growth of 1976 reflects the effects of the economic expansion following the recent recession.

In manufacturing, productivity grew 6.5 percent for the year, the largest such increase since 1963.

For the fourth quarter of 1976, productivity in the private business sector increased 1.5 percent, at an annual rate. This quarterly rise, the smallest in a year, reflected increases in output and hours of all persons of 3.2 percent and 1.7 percent, respectively.

Nonfarmers slipped

In the nonfarm business sector productivity declined 0.1 percent in the fourth quarter, the first quarterly decline in a year.

In manufacturing, productivity declined 0.5 percent in the fourth quarter, compared with a 5.7 percent increase in the third quarter. This was the first time productivity in manufacturing declined since the first quarter of 1975.

Hourly compensation in the private business sector—which includes the hourly cost of wages and salaries, supplements and employer contributions to Social Security and other employee benefit plans—increased 8.9 percent in the fourth quarter. Real hourly compensation—hourly compensation adjusted for changes in the Consumer Price Index—increased 4.1 percent, compared with a 1.4 percent increase during the third quarter.

Unit labor cost, which reflects the interaction of productivity and hourly compensation movements, increased 7.3 percent in the fourth quarter, the highest rate of increase all year. Unit nonlabor payments, which include indirect business taxes, depreciation allowances and profits, increased 2.1 percent, compared with a 2.8 percent increase in the third quarter.

The implicit price deflator, which shows the combined effect of changes in unit labor cost and nonlabor payments, increased 5.5 percent in the fourth quarter, compared with a 3.9 percent increase in the third quarter.

Output per hour of all persons engaged in the nonfarm business sector declined slightly—down 0.1 percent, at an annual rate—in the fourth quarter, as output increased 2.7 percent and hours rose 2.8 percent. (A small productivity decline of this nature is not uncommon, according to the Bureau of Labor Statistics, after a period of faster-trend-growth—a similar decline occurred in the fourth quarter of 1975.)

Output and hours on the rise

This was the smallest quarterly increase in output since the first quarter of 1975, and the largest increase in hours since the first quarter of 1976. Output has grown for the past seven quarters, and hours have grown for the past six.

Productivity movements in the nonfarm business sector differ from the movements in the entire private business sector because of the omission of the farm sector, where quarterly changes in productivity and costs tend to be larger than in the nonfarm sector.

Hourly compensation increased 7.6 percent in the nonfarm business sector in the fourth quarter, compared with a 7.2 percent increase in the third quarter. Unit labor cost increased 7.7 percent (its fastest rise all year) and the implicit price deflator rose 6.6 percent (its fastest rise since the first quarter of 1975). Real hourly compensation increased 2.9 percent, compared with a 1 percent rise in the third quarter.

Productivity declined 0.5 percent in the manufacturing sector in the fourth quarter, reflecting a 3.3 percent decline in the durable goods producing industries and 3.2 percent increase in nondurables. The small productivity decline for the sector as a whole reflected a 1.1 percent increase in output and a 1.6 percent increase in hours.

Hourly compensation increased 7.7 percent in manufacturing, which resulted in an 8.3 percent increase in unit labor cost, since productivity declined.

This was the largest increase in unit labor cost since the first quarter of 1975. Real compensation per hour increased 3 percent.

In the durable manufacturing sector, productivity declined 3.3 percent, as output fell 1.9 percent but hours increased 1.5 percent. In the nondurable sector, productivity grew 3.2 percent, as output rose 5.1 percent and hours increased 1.8 percent.

Productivity Improvement Methods Recommended

Two new publications recommend different methods for increasing productivity.

The National Center for Productivity and Quality of Working Life stresses job retraining as an aid to productivity. According to the Center, the success of new technology in improving productivity often depends on the ability of the work force to adapt to changes.

The Center has just published the first in a series of reports on productivity and job security, advising management how to minimize the hardship to affected workers by advance planning and job retraining.

Retraining to Adapt to Technological Change reports five case histories that illustrate job retraining as a means of accommodating to new technologies while at the same time increasing job security. It compares the advantages of on-the-job training with training provided by institutions, and describes the programs of four companies and one city government.

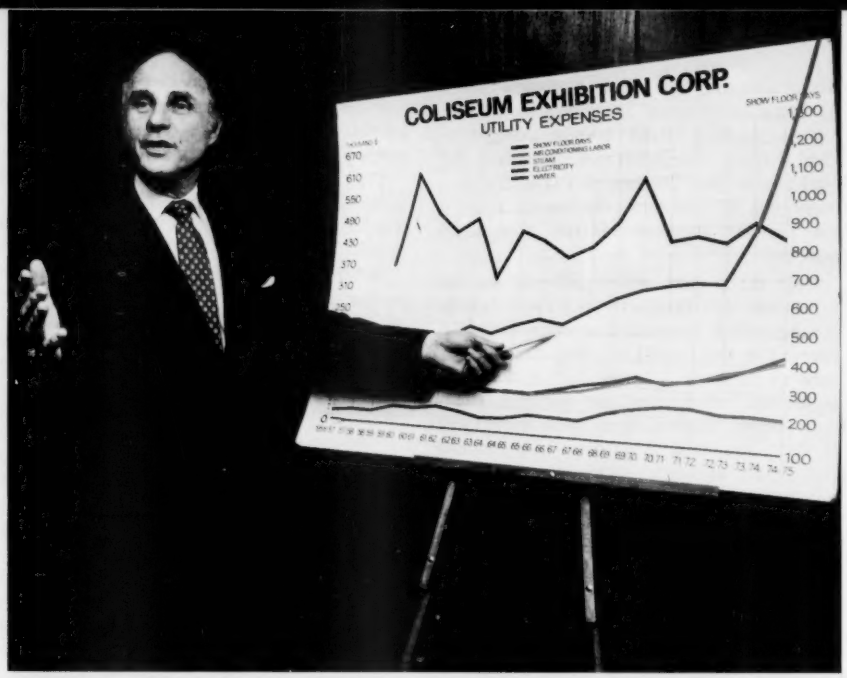
Single copies of the report are available without charge from the National Center for Productivity and Quality of Working Life, 2000 M St., NW., Washington, D.C. 20036.

A prescription for turning around rapidly any economically disastrous operating unit is contained in its new publication *The Key To Increased Productivity: A Manual For Line Executives*, according to BNA Books, a division of the Bureau of National Affairs, Inc.

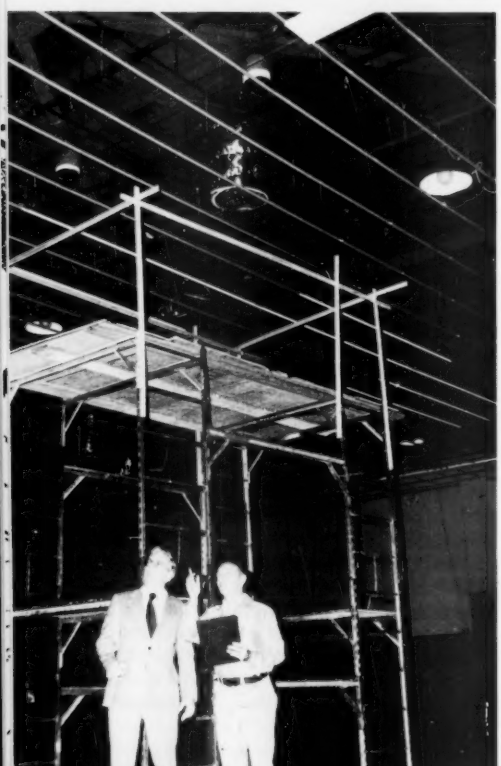
Author Fred Rudge documents case histories of organizations that have used his recommended procedures in his more than 30 years of experience as a management consultant.

In addition to a detailed program for increasing productivity, he provides advice to chief executives and boards of directors on how to restore the public's eroded faith in business.

The book is available from the publisher, BNA Books, 1231 25th St. NW., Washington, D.C. 20037, at $24.50 per copy.



OFF THE CHART—*Howard G. Sloane, managing director of the New York Coliseum, points out how the exhibition facility's electricity costs went through the roof over a three-year period, which led to its highly effective energy-saving program based on reducing electrical usage during peak load periods.*



CHECKING IT OUT—*Every nook and cranny of the Coliseum was inspected for possible energy savings. Here, director of operations Ray Donlon and a fellow worker check the overhead lights.*

CONSTANT VIGILANCE PAYS ENERGY DIVIDEND FOR N.Y. COLISEUM

Commercial energy users grasping for solutions to current shortages might take a lesson from Howard G. Sloane, managing director of the New York Coliseum, whose staff designed its own energy management system to come to grips with the problem a year ago.

An enunciator board showing where power is being consumed, a Ferranti meter indicating the total demand load, and an alarm system to blow the whistle when programmed energy usage limits are being exceeded, have combined to save enough in energy costs to pay for the entire system in one year, with $50,000 to spare.

The system was designed and installed by Coliseum employees who understood the peculiarities of highly cyclical energy uses in one of the world's largest exhibition facilities. It pinpoints energy usage, allowing non-essential loads to be "shed" at peak epriods—on which much billing is based.

When it was put into use less than a year ago the savings target was set at 15 percent below normal anticipated peak demand, and that goal has been met without any reduction in service.

Achieving energy efficiency in an exhibition facility with 40,000 fluorescent tubes, 600,000 watts of house lighting and 5,200 tons of air conditioning is a "crazy business," admits Sloane. But when the Coliseum's annual utility costs increased more than 300 percent, or $1 million in three years, the Coliseum staff began some immediate self analysis.

"We couldn't just sit back and wait for the problem to go away," says Ray Donlon, the Coliseum's director of operations, because the Coliseum, which hosts an average of 40 major shows a year and two million visitors, sits in the heart of Manhattan and must pay utility rates which he says are twice as high as Boston's, four times as high as Chicago's, and almost six times those of the major West Coast cities.

Although conventional energy savings methods were implemented, it soon became obvious to Donlon that "cutting out lights and lowering the thermostat wasn't enough."

Coliseum officials found that the "demand factor" was accounting for half of their utility bill. Demand factor is based on the peak half-hour of consumption during a given billing period. Even if all systems were shut down and all lights turned off when the Coliseum was not in use, this device would keep the energy bill high. So, for almost a year the Coliseum staff read meters every half hour during high energy-use periods, analyzed the connected load, including the surge of every major piece of equipment being employed, and developed alternative programs by which certain predetermined energy loads could be shed.

The enunciator board, connected to various motor rooms, gives an energy usage readout at any given moment, and an alarm device sounds the moment the pre-determined load is reached. Through direct communication with the motor rooms, various alternative programs for "shedding" a load can be activated to avoid surpassing the pre-determined peak load.

"We felt that a 15 percent reduction in peak demand was a good starting point, but having achieved that goal maybe we'll strive for more," Sloane concludes. "The key to good energy management is knowing your facility and energy usage and having a commitment to conservation."

Minnesotans Adopt Computerized Voting

When Minnesotans went to the polls in the recent presidential election, their votes were cast on computerized election equipment and tabulated through vote-tallying computer programs. The electoral procedures were based largely on *Effective Use of Computer Technology in Vote Tallying,* a National Bureau of Standards report (NBSIR 75-687) by Roy G. Saltman. State officials also benefited from consultations with Saltman.

Minnesota's innovations are considered by many to be the beginning of a quiet but dramatic revolution under way in the mechanics of running elections.

CONSUMER ENERGY SAVING EFFORTS MEAN MORE FOR INDUSTRY

The more energy that is saved by homeowners, who have top priority in allocating fuel supplies, the more will be available for use by U.S. industry. Thus, American businessmen are happily joining with the Energy Research and Development Administration in finding ways for individual consumers to cut down on their energy usage.

About one-fourth of all energy used to heat and cool buildings is lost through windows—the equivalent of 1.7 million barrels of oil a day.

About a third of all energy used in the home goes for lighting, refrigeration and other applicances. Improved energy efficiency by these appliances could save the nation about 300,000 barrels of oil a day.

ERDA is working with industry to bring about these savings through development of new products that will use less energy, and to modify old ones which consumers are not quite ready to throw away.

One such project has been to evaluate the energy savings of installing additional insulation on water heaters. A water heater refit kit, consisting of an insulation blanket, tape, and installation instructions, has been developed and put on the market. It is estimated that reinsulation of water heaters nationally could save the equivalent of 30,000 barrels of oil daily by 1985.

Other projects include:

Developing and commercializing a highly efficient electric water heater and testing and evaluating more efficient gas heaters, and

Developing energy-efficient motor-compressor units for refrigerators, freezers and room air conditioners.

Technology

ERDA also is supporting projects on a variety of technologies designed to save energy in buildings, such as a long-lasting fluorescent light bulb which could provide the same illumination as the present incandescent bulb while using 70 percent less energy.

Lighting presently accounts for about 20-25 percent of the nation's electricity consumption. Total potential energy savings nationally from the new bulb could amount to about 165,000 barrels of oil daily by 1985.

ERDA contractors are also working on:

- Research on new heat pump technologies, such as a natural gas-fired Rankine/Rankine cycle and a Stirling/Rankine cycle heat pump. Heat pumps extract from a source such as outside air and discharge the heat into a building to warm it. In warm weather the process can be reversed to discharge heat outside.
- Improving the efficiency of oil and gas-fired furnaces, including refitting existing furnaces.
- Developing and testing new insulating materials and techniques for buildings, including refitting existing buildings.
- Developing a new type of window that can be added as a second pane to an existing window unit. Such a window would contain an optical shutter—a gel-like substance attached to the pane—and a heat mirror, consisting of a thin film imbedded in the glass. In summer when the sun's rays reach certain light and heat levels, the shutter would change automatically from a transparent state to a cloudy, white color which reflects heat and light. In winter the sun's rays would pass through the window and heat would be kept from bouncing back outside by the heat mirror.
- Evaluating the use of infrared thermography, equipment which uses heat sensors to measure heat loss from individual buildings. This project is using aircraft to fly over various cities in Minnesota and take infrared photographs to detect heat loss from the roofs.
- Developing improved and lower-cost automated energy management systems—devices which use computers to control heating, air conditioning and lighting—in small to medium-sized buildings. Such equipment also could provide early warning of the need for maintenance in heating or air conditioning systems. Energy management systems are used now in some large buildings, but are still too expensive for smaller buildings.
- Developing devices using heat, optical, or ultrasonic sensors which detect the presence of occupants in buildings. When occupants leave a room, the devices automatically turn off lights or turn down heating or air conditioning.

Continually rising fuel costs and concern about dwindling domestic supplies of oil and gas have helped create a growing awareness of the need for increased energy conservation among homeowners. Much uncertainty still exists, however, as to the extent of energy savings possible and the proper strategies to be used for energy conservation.

Identifying barriers

In this regard, ERDA seeks to identify barriers that may impede the introduction of energy-saving technologies into the marketplace and develop ways to overcome these barriers.

Specific projects include: energy conservation publications for consumers; a conservation-alternative energy trade-off analysis; impact evaluation of such factors as retooling requirements, lead times, labor, capital and materials requirements; and program planning efforts.

Three ERDA National Laboratories are managing the consumer products and technology research projects, including those performed by contractors.

The Brookhaven National Laboratory, Long Island, N.Y., is managing research to improve efficiency of heating and air conditioning equipment, to find better insulation materials and to improve building control devices;

The Lawrence Berkeley Laboratory, Berkeley, Calif., handles research on improved windows and lighting systems;

The Oak Ridge National Laboratory in Tennessee is specializing in research on consumer products and appliances.

ERDA headquarters in Washington, D.C., will continue to manage directly the work on heat pumps and building diagnostic techniques, including infrared thermography, and have overall program direction.

New Bibliography Lists Government Publications On Crimes Against Business

Nearly 40 government publications designed to help business assess and curb the rapidly rising rate of crime are identified and briefly described in a new bibliography issued by Commerce's Office of Business Research and Analysis.

The bibliography includes sources for information on crimes ranging from embezzlement in the manufacturing sector to securities fraud in the financial services sector. The data reflect growing private and public concern over the sharp increase in the cost of such crime—estimated to exceed $26 billion in 1976, up more than 50 percent from 1971.

Federal Government Sources on Crimes Against Business identifies specialized publications that emphasize the vulnerability of business to various types of crime and offers concrete suggestions on how business can protect itself against crime loss.

Specific crimes covered include burglary, robbery, vandalism, shoplifting, employee theft, bad checks, credit card fraud, arson, cargo theft, and securities fraud. Also included is new information being developed on the emerging problem of computer abuse.

The study was endorsed by the Interagency Committee to Assess the Impact of Crimes Against Business, a group of ten government agencies established to facilitate the effectiveness of federal crime programs.

In addition to listing data sources, the report includes a brief description of each agency's programs as they relate to crimes against business.

The 32-page publication is available at 30 cents a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, and many Commerce Department district offices.

QUOTAS, FEES PUBLISHED FOR FOREIGN FISHING WITHIN U.S. 200-MILE ZONE

Arrangements have been made to carry out the 1976 Fishery Conservation and Management Act, which extended U.S. fisheries jurisdiction to the 200-nautical-mile limit.

Regulations controlling foreign fishing within 200 miles of the U.S. coasts, and enumerating the quantities of various species that foreign fishermen can catch, have been published by the National Marine Fisheries Service (NMFS) of Commerce's National Oceanic and Atmospheric Administration (NOAA).

A schedule of fees to be charged foreign nations to fish within the 200-nautical-mile limit also has been announced.

Effective March 1, the regulations require that every foreign fishing vessel must have an annual permit to fish in waters within the 200-mile zone, and must keep authorities advised of its activities within the zone.

In the event any of the regulations are ignored, the permit can be suspended or revoked, or other restrictions can be imposed on the violators.

Each foreign vessel is required to submit to inspection when requested by the Coast Guard or NMFS agents, and agree to have NMFS observers aboard if requested.

Foreign vessels are required to display identification numbers visible to monitoring ships or aircraft, and also must maintain logs of "catch and effort" information.

Under the 1976 act, U.S. fishing vessels are given the first opportunity to harvest a species of fish. That portion of the optimum yield which U.S. fishermen are not expected to catch is declared surplus, and foreign vessels may apply to fish for it.

The surpluses for foreign fishing in the Atlantic for 1977 are: silver hake, 85,500 metric tons; Atlantic herring, 22,000 metric tons; Atlantic mackerel, 69,000 metric tons; shortfinner squid, 23,500 metric tons; long-finned squid, 19,000 metric tons; red hake, 34,900 metric tons; butterfish, 5,500 metric tons; river herring, 500 metric tons; all other finfish, 60,000 metric tons.

The surpluses in the Pacific are: rockfish, 54,500 metric tons; sablefish, 26,900 metric tons; flounders, except halibut, 231,500 metric tons; Pacific cod, 60,300 metric tons; Alaska pollock, 1,099,000 metric tons; Atka mackerel, 22,000 metric tons; Pacific hake, 123,200 metric tons; Jack mackerel, 4,000 metric tons; squid, 10,000 metric tons; other groundfish, 109,800 metric tons; herring, 20,000 metric tons; snails (meat) 3,000 metric tons; tanner crab, 12,500 metric tons; and seamount groundfish, 2,000 metric tons.

The regulations will continue in effect until either amended by NMFS or superseded by regulations implementing fishery management plans developed by the nation's eight Regional Fishery Management Councils.

NOAA has announced that grants of nearly $1 million have been made to six of the regional councils for administration and management plan development.

The following allotments, totaling $976,000, have been made to the different councils: Pacific, $141,200; Western Pacific, $160,400; South Atlantic, $141,500; North Pacific, $182,800; Mid-Atlantic, $178,800; and New England, $171,300.

The allotments have been made under the 1976 act. Each council is required to prepare and submit to the Secretary of Commerce a fishery management plan on each fishery in its geographical area, prepare comments on any application for foreign fishing, conduct public hearings, and make periodic reports.

The fees, which are to be charged to each foreign nation permitted to fish within the 200-mile zone, are:

Permit fee: a fixed annual fee of $1 per gross registered ton for each vessel engaged in fishing; a fixed annual fee of 50 cents per gross registered ton for any vessel engaged in processing fish, not to exceed $2,500 per vessel; and a fixed annual fee of $200 for vessels assisting other ships in harvesting and processing.

Poundage fee: for 1977, a fee of 3.5 percent of the dockside price of fish that are allocated to each foreign nation will be charged. The value of the fish will be determined by the dockside price received by U.S. fishermen in 1975 as published in *Fisheries of the United States*. For species not landed in the United States, appropriate foreign dockside prices will be used.

Observer fees: foreign nations will be required to reimburse the U.S. on an annual basis for all costs of placing observers on board the foreign vessels, including salary, per diem, transportation, and overhead.

The NMFS estimates that about 1,100 foreign fishing vessels will apply for fishing privileges off the United States.

Revenues from the fees in 1977 are expected to amount to $1.4 million from the permit fees, $10.4 million from the dockside value of the fish taken; and $750.000 from observer fees, for a total of $12.5 million, assuming that the projected number of foreign vessels are permitted to fish and the projected allocations are made.

The 1976 act requires that fees charged be reasonable and apply to each foreign nation in a nondiscriminatory manner. The fees may take into account the cost of administering the act with respect to foreign fishing and may include the cost of fishery conservation and management, fishery research, administration and enforcement.

As of March 1, the act prohibits foreign fishing without payment of the requisite fee.

Public Education, Stricter Enforcement Urged As Curbs To Fires

State and city fire service officials attending the Second National Conference sponsored by Commerce's National Fire Prevention and Control Administration (NFPCA) last fall took home the challenges and the directions to implement fire prevention programs in their communities.

Nearly 1,000 representatives from 46 states and seven foreign countries attended the Los Angeles conference, including members of fire services, other state and local government officials, educators, researchers, and industry executives.

Charles S. Morgan, president of the National Fire Protection Association, outlined his organization's education programs with schools and the media, particularly the "Learn Not to Burn" national media educational campaign featuring television star Dick van Dyke. Morgan said the association had received letters from a dozen people describing how the van Dyke messages have saved their lives or prevented serious burn injury.

Her Majesty's chief fire inspector, Kenneth Holland, said industry needs to provide materials which reduce ignition and fire spread characteristics. He said that in Great Britain efforts to keep fire losses down center on enforcing building regulations on fire standards and conducting further inspections after the buildings are occupied, to keep an eye on their use.

Peter Hackes, of NBC News, spoke on how to improve media coverage: "I don't think that at this point the fire community is using the media, a potential ally, to good advantage." He then suggested ways and means of reaching the different local news media.

Hackes credited the film *The Towering Inferno* with alerting the public to the problems of fires in high-rise buildings,

pointing out that many communities have since approved new legislation governing fire safety in high-rise structures. "Some localities are considering laws forbidding the height of buildings to exceed the reach of fire equipment. Fire codes for high-rise buildings are being revised."

He also stressed that a fire department "must be consulted these days whenever a locality considers growth or change. Today there's more to the image of the fire department than just responding when that bell starts clanging, although how to *present* that new image can be a question."

In discussing goals of a public education program, Edward H. McCormack, Jr., chief of fire training at the Massachusetts Firefighting Academy, said, "Altogether too many people die or are horribly injured by fire. Ignorance, misunderstanding and apathy on the part of the general public are largely to blame for those deaths and injuries; but ignorance, misunderstanding and apathy can be overcome through comprehensive, carefully planned education programs.

"And the final result—a decline in the community's fire loss rate—will appeal to even the most fiscally conservative individuals. Fighting fires costs money. Equipment, man hours and eroded tax base all mean dollars lost to the community. Certainly public education programs will cost money too. But, where would you rather put your money? A successful program (and a well-planned program will be successful) will pay for itself in time through a decrease in fire extinguishing costs."

Jack Bono, assistant chief engineer at Underwriters Laboratories, recommended incentives for installing smoke detectors in older residences—new construction already requires it under many building codes. He suggested that the insurance industry seriously consider some form of insurance incentive for homes equipped with smoke detectors.

Bernard Booms, a visiting fellow at Harvard University, discussed a study on Fire Service Demand Charge that he was working on. "The trick is how to price or charge. Prices are usually generated in the market by the interaction of supply and demand. No such market exists for public fire services, and none should.

"What is required is that price reflect the true costs of producing the service. Thus, if a unit of fire service could be defined, and the costs of producing a unit of the service could be calculated, we would have a price determined."

John Gerard, fire marshal of the Los Angeles City Fire Department, suggested ways to reduce dollar losses: "First—the insurance industry must take the profit out of arson. How many repeaters would we see if insurance companies wrote fire insurance using the same rules as for auto insurance? If insurance premiums doubled after a fire, we would all have a greater economic incentive to maintain fire safety. For our part, the fire service must make better fire-cause determination and handle criminal fire prosecutions more effectively."

TORNADO WATCH FOR '77 HOPES TO IMPROVE ON PAST SUCCESSES

Though the groundhog saw his shadow this year, the return of the tornado season was not delayed. The National Weather Service, which is part of Commerce's National Oceanic and Atmospheric Administration (NOAA), has launched SKYWARN '77, the annual campaign to prevent loss of life from these most violent of all storms.

Tornadoes have occurred in every month at all times of day or night. But peak months are April, May, and June, with southern states usually hit hardest in late winter and spring, northern states in spring and summer. Most tornadoes occur in the Deep South and in the broad basin between the Rockies and the Appalachians.

Most tornadoes travel from southwest to northeast, averaging five to 10 minutes on the ground, with a path about one-eighth of a mile wide and two to five miles long. Forward speeds average about 30 miles an hour but may reach 70. Wind in the revolving funnel is estimated to reach 250 miles an hour in some of the larger and longer-lived tornadoes, much less than earlier estimates of more than 500 miles an hour. But the storms are so violent that wind-measuring instruments do not survive a direct hit.

In 1976, there were 832 reported tornadoes, eighth highest annual total on record. Still there were only 44 deaths from the storms, the seventh fewest since record-keeping began in 1916. During this 61-year span, more than 11,000 persons have been killed by tornadoes and several times that many injured. Property damage has been measured in the billions.

Dr. George P. Cressman, Director of NOAA's National Weather Service, says the low fatality record of 1976 is encouraging, "But it causes some uneasiness when we consider that it may lull people into forgetfulness or inaction."

Except for preparedness and quick action, tornado deaths in 1976 could have been much higher. For instance:

—A tornado struck Cabot, Ark., March 26, at 3:21 p.m., killing five persons and causing millions of dollars of damage as it ripped through the business district. A tornado watch had been issued by the Severe Storms Center for the area at noon, and a warning of a tornado approaching Cabot had been issued shortly after 3 p.m. after which the mayor sounded a warning siren. Without this combination of watch, warning, and community action, the death toll could well have been in the hundreds.

—A tornado that struck in Hill County, Tex., on May 26, headed for a Presbyterian Children's Home north of Itaska. The county sheriff phoned a warning to the supervisor, who escorted the home's 75 children to safety in a basement before the tornado destroyed the home.

—An outbreak of 10 tornadoes on June 12 and 13 in Iowa left 80 miles of tracks without a fatality, obviously the result of warnings and preparedness. The towns of Jordan and Story City were under the gun twice. An officer who sounded a warning siren in Story City said he couldn't see anything in the sky because so much water was coming down, but he did see a garage roll across the street.

Weather Service officials say the constant, or at least annual, reiteration of tornado preparedness plans and exercises, recruitment and drilling of storm spotters, and conduct of tornado drills in schools, hospitals, and other public gathering places should continue to keep the tornado death toll low.

A new development is construction or modification of schools to take into account recent findings of engineers that the wind blast from the direction of an approaching tornado does the most damage, instead of explosive decompression as formerly believed.

Advertising Guide Issued For Small Business Owner

A guide for the small business owner to preparation, budgeting and placement of advertising has just been published. *Advertising Doesn't Cost . . . And Other Lies,* subtitled *An Advertising Primer,* is planned for the limited advertiser who needs help in making his way through the complex maze of successful advertising.

A glossary of more than 500 advertising terms is included. The volume is in a three ring binder format, so supplements provided by the publisher can be inserted.

The book is available for $15.00 from L. S. Enterprises, P.O. Box 53021, Miami Shores, Fla. 33153 (305-621-3919.)

MORE INDUSTRIES JOINING VOLUNTARY ENERGY SAVING PROGRAM

A substantial increase has occurred in the number of industry groups voluntarily reporting energy conservation results under Commerce's joint industry-government conservation program. Likewise, continuing gains have been reported in the efficient use of energy by most of the industrial groups.

The fourth *Voluntary Industrial Energy Conservation Progress Report,* recently issued by Commerce's Office of Energy Programs, details the progress of participating industries. The report shows that 39 industry groups voluntarily reported energy conservation results under the program for the period covering 1975 and, in most cases, the first half of 1976. Only 30 groups contributed to the previous report, which extended through 1974.

The latest report explains that 34 industry groups have established formal energy conservation and reporting systems, and that five others have established systems but did not yet have data to be included.

Another 18 industry groups are considering ways in which their energy conservation results can be effectively reported, and 31 associations have been contacted by Commerce regarding energy conservation reporting since the previous report.

The voluntary energy conservation program received added impetus from the requirements of the 1975 Energy Policy and Conservation Act, which directs the Administrator of the Federal Energy Administration (FEA) to exempt companies from mandatory reporting if they are full participants in an adequate voluntary reporting program.

New to program

The following industry groups are included for the first time: air-conditioning and refrigeration, expanded shale and clay and slate, fertilizer, forging, grocery manufacturers, clay pipe, lime, pharmaceutical manufacturers, refractories, and rubber manufacturers.

Significant improvements were reported by: *Air conditioning and refrigeration institute:* 14.2 percent improvement in energy efficiency between 1972 and 1975. The report reflects data from companies that account for about 50 percent of the sales reported by the Institute.

The Aluminum Association: 6.5 percent improvement through the first half of 1976 as compared with the 1972 base year, which puts the industry group more than half-way toward its 1980 goal of a 10 percent energy efficiency gain.

American Feed Manufacturers Association: A 22.9 percent improvement in energy efficiency over 1972 was achieved in the first half of 1976. A publication entitled "222 Ways Feed Manufactures Can Conserve Energy" is being used through the industry to build awareness of the energy situation.

American Foundrymen's Society: an 18.4 percent improvement in the first half of 1976 as compared with four years earlier. The industry is the sixth largest in the nation, has sales of more than $13 billion annually, and employs more than 800,000 people.

American Iron and Steel Institute: A 4.8 percent improvement in the first half of 1976 as compared with the 1972 base year indicates that the industry is on target for its goal of an 8 percent gain by 1980.

American Meat Institute and National Independent Meat Packers Association: A 12.4 percent improvement over the base year. The industry has managed to increase total production while reducing energy use per unit of production.

American Paper Institute: A 10.7 percent improvement by the first half of 1976. Improvement progressed from 4.1 percent in 1975 to 9.8 percent for the first 1976 quarter to 10.7 percent for the first half.

American Petroleum Institute: An improvement of 10.7 percent in the first half of 1976 compared with 1972. This result was obtained from the responses of 56 companies representing 93 percent of the operable petroleum refinery capacity in the Nation.

American Textile Manufacturers Institute: An improvement of 11.8 percent in the first half of 1976 over the first half of 1973, which is used as a base period for this industry. The two most productive areas for conservation have been the reduction of hot water used in various processes and improvements in recapturing heat for further use. Increased boiler efficiency has been achieved through better monitoring and more sophisticated controls.

Biscuit and Cracker Manufacturers Association: A 7.2 percent improvement for the first half of 1976. The Association says this improvement can be traced to such factors as a growing awareness and concern about energy, and a concentrated effort by the industry to initiate and carry out energy conservation techniques.

Brick Institute of America: A 14.2 percent improvement was achieved in the first half of 1976. One of the most effective conservation efforts has been to revise kiln scheduling to maximize throughput and minimize idling time.

Computer and Business Equipment Manufacturers Association: A 30.5 percent improvement in 1975 compared to the 1972 base year.

Expanded Shale, Clay, and Slate Institute: A 8.9 percent improvement by 1975 represented a slippage from a 12.1 percent level in 1974, due to a low level of building activity which had an adverse effect on operating levels and consequently on energy efficiency. Industry data shows a steadily increasing use of coal and a decrease in use of oil.

Flat Glass: A 19.5 percent improvement over 1972 in the first half of 1976. The report covers approximately 90 percent of flat glass production and six of the seven flat glass producers. In the reporting period, the industry achieved savings equivalent to 5,000 barrels of oil a day compared to their 1972 energy use.

Pressed and Blown Glass: Reported a 13.8 percent improvement for the first half of 1976. Total savings for the first half of 1976 would exceed 700,000 barrels of oil equivalent for the 50 percent of the industry's total production represented in the data.

Glass Packaging Institute: A 5.6 percent improvement for the first half of 1976 means that this industry already has passed its 1980 goal of a 5 percent saving. The 15 companies participating in the voluntary program produce 85 to 90 percent of the nation's glass containers in 102 plants.

Gypsum Association: A 4.8 percent improvement in the first half of 1976 was attributed largely to the higher efficiency attainable at higher production rates with the continuous process equipment used in the industry as well as conservation measures.

Manufacturing Chemists Association: An 8.8 percent improvement in the first half of 1976 would have been 9.7 percent except for the energy costs of OSHA and environmental regulations which were not in effect in the 1972 base year, the association reports.

National Canners Association: This industry reports it was 9.2 percent more efficient in the first half of 1976 than in the 1972 base year.

National Clay Pipe Institute: A 9.7 percent improvement was achieved in the first half of 1976.

The Refractories Institute: Reports a 7.3 percent improvement in 1975 compared to the 1972 base year.

Rubber Manufacturers Association: A 6.1 percent improvement over 1972 in the year ending March 31, 1976.

Tile Council of America: A 10.6 percent improvement was reported by the first half of 1976. The council's energy conservation program began in 1970 and shows a 19 percent improvement since its inception. If the current energy efficiency had been in effect in 1970, the energy saved would have been enough for about a year's tile production.

Corn Refiners Association: An 11.6 percent improvement in the first half of 1976 compared with the 1972 base year. This industry joined the program in 1975.

The Fertilizer Institute: The industry reports increased BTUs per ton of product in the case of ammonia due to efforts to reduce the use of natural gas and to shift to fuel oil and electricity, made necessary by continued cuts in natural gas supplies for industrial customers.

Grocery Manufacturers of America, Inc.: An 8.2 percent improvement in 1975 compared with the 1972 base year.

U.S. Beet Sugar Association: A 3.5 percent improvement in 1975 compared with the 1972 base year, reversing the negative energy efficiency results of 1974.

U.S. Cane Sugar Refiners Association: A 7.7 percent improvement in the first half of 1976 compared with the 1966-73 base period. Weather variations have a substantial impact on this industry's energy efficiency.

REPORTS HAVE ENERGY CLUES FOR BOTH LARGE AND SMALL FIRMS

Two new guides from Commerce's National Bureau of Standards can help solve the energy conservation problems of practically any U.S. firm, large or small.

The Waste Heat Management Guidebook, published in cooperation with the Federal Energy Administration, is designed to help managers and engineers decide whether they can increase profits by installing waste heat equipment and to help them choose the best available equipment and to help them choose the best available equipment for the purpose. A typical plant that installs waste heat recovery equipment could save about 20 percent of its fuel per year.

The eight chapters of the 200-page book were developed by waste heat engineering experts in industry, universities and at NBS. The heart of the guide is 14 actual case studies of companies that have recently installed waste heat recovery systems and profits. They represent major commercial options in waste heat recovery equipment and various industrial applications such as glass making, forge furnace operation, paint and varnish processing, food processing, utility operations and agriculture.

The book's seven other chapters include information on:

—Sources and uses of waste heat;

—Determination of waste heat requirements;

—Economics of waste heat recovery;

—Commercial options in waste heat recovery equipment;

—Instrumentation;

—Engineering data for waste heat recovery, and

—Assistance for designing and installing waste heat systems

On the other hand, the new *Energy Management Guide for Light Industry and Commerce* describes simple methods by which managers of small businesses can analyze their energy use, determine the areas in which savings can be made and estimate the magnitude of possible cost savings.

The book was developed by the Commerce Department's National Bureau of Standards (NBS) and Domestic and International Business Administration (DIBA).

The 23-page guide to energy savings is intended for those businesses whose primary use of energy is for heating, lighting and refrigeration. Examples would include motels, food stores, laundries, garages, job shops and small assembly plants. Small businesses are especially affected by high energy prices, because their profit margins are also usually small.

Even a moderate saving in energy costs sometimes can make the difference between a healthy business and one that is forced to close.

The guide begins with a description of how to conduct an energy audit to locate the major energy uses in a business and the most promising targets for energy conservation. This audit is a necessary prelude to a good energy management program.

The guide then provides a checklist of 70 Cost Saving Opportunities divided among four areas: buildings and grounds, electricity, equipment and processes, and vehicles.

Sources of assistance to help in decisions involving major outlays are listed in the guide.

Both reports are follow-ups to Commerce's *Energy Conservation Program Guide for Industry and Commerce (EPIC),* and are available from the Superintendent of Documents, GPO, Washington, D.C. 20402. The waste heat guidebook, NBS Handbook 121 (Cat. No. C13.11:121), costs $2.75. The light industry handbook, NBS Handbook 120 (Cat. No. C13.11:120), costs 70 cents.

Solar Energy Industry Production Reflects Growing Commercialization

Even before furnishing the heat for President Carter's inaugural reviewing stand, and before this winter's skyrocketing heating bills for systems using conventional fuels, the solar energy industry was making enormous commercial strides.

A survey of solar collector manufacturers shows that production of medium-temperature and special collectors went from 276,000 square feet in the 1975 period to 704,000 in 1976, an increase of 155 percent.

Five manufacturers produced at a rate of more than 50,000 square feet per year, and another 25 were putting out between 10,000 and 50,000 square feet of collectors per year.

A total of 142 companies were producing medium-temperature and special collectors during November, compared to 100 during the second half of 1975.

Production of low-temperature collectors in the Federal Energy Administration survey totaled 1.57 million square feet, about 1.3 percent less than for the last six months of 1975. These are primarily used for heating swimming pools, possibly suggesting a seasonal aspect to their production and sales.

This rapid increase in solar collector manufacturing and consumer interest represents a growing trend toward solar commercialization, asserts the FEA, which is beginning to assess the prospects for widespread commercialization of solar energy.

Increasing production of solar collectors is apparently due to the increasingly favorable economics of some applications of solar energy when compared to alternative fuel costs.

Solar collectors are the parts of solar heating units containing air or liquid in direct contact with a panel which absorbs the sun's energy, and uses that energy to heat the air or water within the system. The heated air or water then is circulated immediately throughout the building or is stored for future use.

Medium-temperature collectors — the types used most frequently for residential hot water, space heating in homes and offices, and in schools and factories— consist of metal absorber panels covered by one or two layers of glass or plastic and enclosed in rigid frames.

Low-temperature collectors, used almost exclusively for heating swimming pools, are usually made of plastic or rubber and are designed to increase the temperature of water by 5 or 10 degrees.

Special collectors contain concentrating mirrors or lenses that increase the sunlight on the collector itself. This raises the operating temperature and efficiency. The applications of special collectors run from from swimming pool heating at low temperatures to space cooling, which requires temperatures of up to 250°Fahrenheit to produce the needed energy. Fourteen companies currently manufacture special collectors.

Copies of *Solar Collector Manufacturing Activity, January through June, 1976,* are available at $3.50 per copy. Orders should be directed to Commerce's National Technical Information Service, 5285 Port Royal Blvd., Springfield, Va. 22161. Order number PB-258 865

TAKE CARE BEFORE SUPPLEMENTING HOME HEATING SYSTEMS

Americans are being warned to use extreme caution in supplementing their regular home heating systems.

The energy emergency and President Carter's appeal for citizens to turn down thermostats make it even more critical to know the dangers of using other heating methods to keep warm, according to Howard D. Tipton, administrator of Commerce's National Fire Prevention and Control Administration.

Consumers are being specifically warned against using gas ranges or ovens to heat rooms. Any unvented fuel-burning appliance is capable of producing potentially deadly levels of carbon monoxide.

The following suggestions for the safe use of space heaters and heating stoves or fires in fireplaces also may be helpful to homeowners:

- Use the proper fuel for each device.
- Keep at least three feet clearance in all directions around space heaters and heating stoves.
- Use a screen around stoves or space heaters which have open flames.
- Avoid using space heaters in bathrooms and certainly do not touch one when wet.
- Keep young children away from space heaters, particularly when they are wearing flammable nightgowns which can be sucked in by a draft created by the heater.
- Never quicken a fire with kerosene or gasoline.
- Keep gasoline, or other flammable liquids, stored OUTSIDE of the home at all times.
- If you are using an approved, UL labeled heater or heating stove in your bedroom, turn off your heater or turn it low before going to bed. When using a fuel burning heater in the bedroom, open the window. Ventilation prevents suffocation that can be caused by a heater consuming oxygen.
- When you go to bed, be sure your fireplace fire is out. Never close your fireplace damper while hot ashes are in the fireplace. A closed damper can help smoldering ashes build up heat to the point where a fire could flare up and ignite the room.
- Contact your local fire department for advice if you have a question on home fire safety.

Consumers are also cautioned against using excessive amounts of paper to build roaring fires in fireplaces. It is possible to ignite soot in the chimney by overbuilding the fire. Never remove the screen in front of the fireplace in a effort to get more heat, nor burn charcoal indoors as an alternative use of fuel. Burning charcoal gives off deadly amounts of carbon monoxide.

Mild cases of carbon monoxide poisoning produce sleepiness, headaches, dizziness, blurred vision, irritability, and inability to concentrate. More severe cases cause nausea and vomiting, shortness of breath, convulsion, unconsciousness and death. The best first aid for carbon monoxide poisoning is lots of fresh air followed immediately by a visit to a doctor.

More suggestions for preventing fires in your home during winter months are included in *Winter Fire Safety Tips for the Home*. Free copies are available by writing the Office of Information Services, National Fire Prevention & Control Administration, U.S. Department of Commerce, Washington, D.C. 20230 or by calling 202-634-7663.

Additional information on the potential dangers of products which might be used to supplement home heating systems, as well as suggestions for their safe use and maintenance can be obtained by calling the Consumer Product Safety Commission's toll-free safety hot line at 800-638-2666.

Tourism To United States Promoted At Sydney Show

Sydney, Australia, will be the site of VISIT USA '77, a travel show open to the public and the travel trade March 14-17 at the U.S. Trade Center. The show is cosponsored by Commerce's United States Travel Service (USTS), the Office of the U.S. Consulate General in Sydney and the local VISIT USA Committee.

The purpose of the show is to educate and motivate the Australian travel trade to stimulate the Australian public's interest in U.S. tourism attractions and opportunities, and to sell more travel to the United States.

Among the 22 U.S. and Australian travel suppliers participating in the show will be land, sea and air carriers, hotel firms, travel agents and tour operators.

The show will be highlighted by a series of evening seminars for travel trade participants featuring guest speakers who are experts in many aspects of the travel and tourism field.

Australia is an increasingly important generator of tourists to the United States —travel from that country to the United States jumped 40 percent during 1976. The VISIT USA travel show is aimed at maintaining the level of interest in the United States generated during the past year and at offsetting the possible dampening effects of the recent devaluation of the Australian dollar, according to USTS.

A series of follow-up seminars for the travel trade community is planned March 21-24 in Melbourne and will be sponsored by the U.S. Consulate General's Office.

SMOKE DETECTOR BROCHURE AVAILABLE

Where there's smoke, there should be a smoke detector, according to Commerce's National Fire Prevention and Control Administration (NFPCA). To spread the word, the agency has prepared educational material on smoke detectors.

A brochure entitled *Wake Up! Smoke Detectors Can Save Your Life, If . . .* provides information on purchasing, installing and maintaining smoke detectors, as well as home escape planning. Only limited copies of the brochure are available, but local fire services are encouraged to request negatives and reprint copies for their own distribution.

Lists of films and slide sets available from several sources, a list of magazine and newspaper articles on smoke detectors and other material are available to fire services planning educational programs.

All of the above can be obtained from Smoke Detectors, National Fire Prevention and Control Administration, U.S. Department of Commerce, Washington, D.C. 20230.

More detail is contained in the National Bureau of Standards brochure *Smoke Detectors: What They Are and How They Work,* single copies of which are available from the Consumer Information Center, Pueblo, Colo. 81009.

STATE TAX COLLECTIONS UP SHARPLY IN FISCAL '76

State tax collections rose in all 50 states to a total of $89.3 billion in fiscal 1976, an increase of 11.3 percent over the $80.2 billion collected in fiscal 1975, according to Commerce's Bureau of the Census.

Sales and gross receipts taxes continue to be the major tax revenue source for states, amounting to $47.4 billion in 1976 or 53.1 percent of all state tax revenue, the annual Census report on state tax collections showed. General sales and gross receipts taxes accounted for $27.3 billion, and selective sales and gross receipts taxes amounted to $20.1 billion.

Individual income taxes, the second largest source of state tax revenue, totaled $21.5 billion in fiscal 1976, up 14 percent over 1975, the report said. Individual income taxes are collected in 44 states. Corporate net income taxes also increased to a total of $7.3 billion in 1976, up 9.3 percent from the previous year.

State motor fuel tax revenue increased by 4.9 percent in fiscal 1976 compared to a 0.6 percent increase the previous year.

More than one-half of all state tax revenue was collected in the eight most populous states. The leaders and totals collected were: California, $10.8 billion;

State Tax Revenue, by Type of Tax: 1976

(Thousands of dollars)

State	Est. 1975 population (000's)	Total taxes	Sales and gross receipts	Licenses	Individual income	Corporation net income	Property	Death and gift	Severance	Documentary and stock transfer	Other
Number of states using tax		50	50	50	44	46	44	49	31	30	14
All states		89,252,462	47,389,748	6,896,999	21,460,820	7,259,718	2,117,902	1,513,307	2,028,687	545,300	39,981
Alabama	3,614	1,243,258	815,242	90,704	224,597	60,307	31,382	4,899	11,570	4,558	(X)
Alaska	352	598,807	62,945	21,302	146,254	31,103	306,429	159	27,978	(X)	2,637
Arizona	2,224	1,017,705	627,807	61,329	162,869	46,499	114,689	4,512	(X)	(X)	(X)
Arkansas	2,116	725,063	443,927	61,653	147,688	56,197	1,779	2,169	8,870	1,735	1,045
California	21,185	10,761,179	5,304,824	516,747	2,957,788	1,284,068	374,705	320,713	2,334	(X)	(X)
Colorado	2,534	964,444	479,909	67,385	320,379	69,597	1,665	17,456	4,375	(X)	3,678
Connecticut	3,095	1,263,832	933,889	90,098	50,489	143,685	(X)	45,671	(X)	(X)	(X)
Delaware	579	358,581	68,191	112,054	141,487	22,861	(X)	6,253	(X)	7,735	(X)
Florida	8,357	2,935,507	2,218,934	291,704	(X)	180,740	58,237	37,945	47,377	100,570	(X)
Georgia	4,926	1,678,396	1,046,581	68,734	413,188	132,741	6,612	5,831	(X)	3,800	909
Hawaii	865	639,234	409,741	5,142	184,915	35,354	(X)	3,254	(X)	828	(X)
Idaho	820	328,803	152,260	41,744	98,824	31,752	257	3,572	394	(X)	(X)
Illinois	11,145	4,782,867	2,775,463	400,327	1,213,241	315,393	4,532	69,309	(X)	4,602	(X)
Indiana	5,311	1,915,551	1,268,197	108,733	405,432	85,487	24,989	22,205	508	(X)	(X)
Iowa	2,870	1,199,507	565,448	137,663	388,212	77,831	125	28,270	(X)	1,958	(X)
Kansas	2,267	853,936	470,305	69,373	193,730	92,848	13,872	13,023	785	(X)	(X)
Kentucky	3,396	1,403,735	757,091	72,041	292,546	134,785	37,299	16,424	91,496	2,053	(X)
Louisiana	3,791	1,655,576	763,727	114,158	117,641	87,741	234	13,580	558,495	(X)	(X)
Maine	1,059	530,565	269,600	36,586	52,190	32,642	131,496	7,362	(X)	689	(X)
Maryland	4,098	1,959,804	868,807	95,908	790,364	109,254	59,792	15,587	(X)	17,103	2,989
Massachusetts	5,828	2,727,594	1,039,086	81,054	1,216,149	325,122	471	58,460	(X)	7,252	(X)
Michigan	9,157	3,769,464	1,765,093	377,538	1,130,689	334,484	121,026	33,569	7,065	(X)	(X)
Minnesota	3,926	2,218,888	905,485	137,831	849,520	196,436	2,182	44,700	58,171	9,371	15,192
Mississippi	2,346	874,172	636,928	59,273	105,410	41,128	3,306	4,526	23,601	(X)	(X)
Missouri	4,763	1,443,798	850,634	146,935	355,084	67,439	4,364	18,419	(X)	748	175
Montana	748	277,745	76,680	25,676	97,520	23,020	16,813	6,180	31,344	(X)	512
Nebraska	1,546	489,419	302,239	48,810	105,736	28,514	146	1,746	1,113	1,115	(X)
Nevada	592	293,921	228,431	44,582	(X)	(X)	19,964	(X)	148	796	(X)
New Hampshire	818	183,778	111,267	29,450	6,175	24,146	5,621	5,936	103	1,080	(X)
New Jersey	7,316	2,292,438	1,498,334	306,163	101,200	228,966	71,221	79,361	(X)	7,193	(X)
New Mexico	1,147	575,071	351,976	38,220	58,191	23,504	13,841	1,854	87,485	(X)	(X)
New York	18,120	9,780,069	3,344,619	412,968	3,948,808	1,132,756	25,861	147,568	(X)	267,489	(X)
North Carolina	5,451	2,059,825	1,056,978	178,711	604,793	156,661	32,696	29,986	(X)	(X)	(X)
North Dakota	635	287,376	161,569	30,635	58,776	19,572	1,730	2,500	12,594	(X)	(X)
Ohio	10,759	3,309,070	1,978,338	419,968	511,636	265,052	98,161	31,988	3,927	(X)	(X)
Oklahoma	2,712	1,000,218	446,444	121,732	200,998	53,430	(X)	22,997	151,316	2,178	1,123
Oregon	2,288	825,805	146,928	112,846	472,147	66,657	60	23,472	3,458	237	(X)
Pennsylvania	11,827	5,127,043	2,599,820	593,390	1,062,210	616,872	60,054	139,354	(X)	55,343	(X)
Rhode Island	927	388,739	220,585	22,099	93,192	35,780	5,287	9,833	(X)	496	1,467
South Carolina	2,818	1,042,485	650,360	49,698	244,532	79,732	3,890	8,380	(X)	5,893	(X)
South Dakota	683	192,140	163,167	21,763	(X)	2,047	(X)	4,853	310	(X)	(X)
Tennessee	4,188	1,270,512	894,038	175,327	22,131	128,621	(X)	30,923	1,818	12,877	4,777
Texas	12,237	4,214,273	2,816,236	502,303	(X)	(X)	36,668	58,373	800,693	(X)	(X)
Utah	1,206	474,572	269,952	24,169	140,562	24,501	204	3,461	11,723	(X)	(X)
Vermont	471	205,293	104,952	21,874	58,923	13,290	452	2,543	(X)	1,808	1,441
Virginia	4,967	1,822,343	892,990	123,904	614,575	130,417	20,053	18,809	707	19,173	1,715
Washington	3,544	1,848,055	1,383,289	114,872	(X)	(X)	271,528	37,813	37,477	3,076	(X)
West Virginia	1,803	827,827	608,808	48,429	140,106	20,267	448	7,838	(X)	1,931	(X)
Wisconsin	4,607	2,421,077	968,959	132,193	959,923	190,419	126,707	38,464	478	1,613	2,321
Wyoming	374	193,102	112,675	31,201	(X)	(X)	7,045	1,207	40,974	(X)	(X)

X Not applicable.

New York, $9.8 billion; Pennsylvania, $5.1 billion; Illinois, $4.8 billion; Texas, $4.2 billion; Michigan, $3.8 billion; Ohio, $3.3 billion; and Florida, $2.9 billion.

Tax revenues increased in all 50 states from fiscal 1975 to 1976, with 48 of them showing gains of 5 percent or more. This reflects a significant shift compared with data for fiscal year 1974-75, when two states actually showed decreased tax collections and 12 had increases of less than 5 percent.

Along with major tax sources, the study includes individual state comparisons; trends in state tax collections for the years 1973 to 1976; rates of selected major taxes in all states; and detail of state tax yields.

Copies of *State Tax Collections in 1976* are available for $1.05 from the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or from Commerce District Offices in major U.S. cities.

Dual-Purpose Appliances: One Function Could Run On The Other's Waste Heat

Will future homes be heated by used dishwater?

They will if the Energy Research and Development Administration succeeds in developing dual-purpose appliances that recycle waste heat from one function for use in the other.

Exhaust heat from a refrigerator or air conditioner, for example, could be used to keep the water hot in the water heater. Hot water from faucets, showers, tubs, washers, etc. could be diverted first through a heat recuperator and the recovered heat used to help warm the house before the water goes down the drain. Exhaust from a restaurant cooking oven could be used to heat water for the restaurant's dishwasher.

As the first step toward developing such products, ERDA has awarded a $171,000 contract to Arthur D. Little Inc. to evaluate their energy-saving potential.

The project team first will compile a list of major appliances, their total energy use, time of use and other information in order to determine which ones may be compatible. The team then will develop designs and production plans for a prototype unit which promises a measurable reduction in energy consumption and an economic advantage to the user.

A major objective of this phase is to select for possible development at least one set of dual-purpose appliances that, if installed in large numbers, has the potential to save the nation the equivalent of about 50,000 barrels of oil daily.

Working closely with the project team will be a specially formed industry steering committee which includes representatives of appliance manufacturers, builders and other major user groups.

Plans for a second phase call for one or more types of dual-purpose appliances to be built and tested by the end of 1978. This work will be done by a manufacturer on a cost-shared basis.

ERDA's aim is to have practical, cost-effective, energy-saving integrated appliances reaching the marketplace in about five years. It will take at least 15 years before large numbers of such appliances are actually in place, however.

ERDA and Arthur D. Liittle will welcome any input from the public, including ideas, descriptions of past experiences of recommendations that may be useful in the program.

Persons with ideas or suggestions may contact Dr. Kurt Riegel, Chief, Consumer Products and Technology Branch, Office of Conservation, ERDA, 20 Massachusetts Ave. NW., Washington, D.C. 20545.

Voluntary Efficiency Goals Being Set For Top 10 Industrial Energy Users

Voluntary industrial energy-efficiency improvement targets have been proposed for the ten most energy-intensive manufacturing industries in the United States. These Federal Energy Administration proposed targets range from 10 percent for the primary metals industries to a high of 27 percent for textile mill products.

Final targets will be set after evaluating the results of a recently-completed series of public hearings for each of the ten industry groups.

The Energy Policy and Conservation Act requires that FEA establish a program to promote increased energy efficiency in U.S. industry.

FEA's Industrial Energy Conservation Program, set up to implement this directive, includes three key elements: (1) the identification and ranking of major energy-consuming manufacturing industries; (2) the establishment of energy-efficiency improvement targets for at least the ten most energy-consumptive industries; and (3) the identification of major energy-consuming corporations within the targeted indutsries.

The ten most energy-consumptive industries, ranked in order of energy consumption, and the tentative target levels are:

Rank	*Industry*	*Target %*
1	Chemical and allied products	16
2	Primary metal industries	10
3	Petroleum and coal products	12
4	Stone, clay, and glass products	17
5	Paper and allied products	12
6	Food and kindred products	14
7	Fabricated metal products	24
8	Transportation equipment	16
9	Machinery, except electrical	15
10	Textile mill products	27

Up to 50 corporations in each of the ten industries will be required to report on their progress in meeting the final targets.

The final targets will be set at a level which represents the maximum feasible improvement in energy efficiency which each industry can achieve by January 1, 1980. As previously indicated, the targets are voluntary, and there will be no penalties for failing to meet them.

States Get Guidelines On Obtaining Federal Funds For Energy Plans

Final regulations that establish criteria for the 50 states to share $25 million in federal grants to carry out their own energy conservation programs have been announced by the Federal Energy Administration.

Governors have until early April to submit their state energy conservation plans to FEA. Each plan must show how it will achieve the state's energy conservation goal, and describe estimated costs and energy savings. The $25 million appropriated for fiscal 1977 to implement state plans will be granted after FEA approves each plan.

Proposed guidelines for State Energy Conservation Plans were issued by FEA last June, followed by ten public hearings around the country.

The Energy Policy and Conservation Act specifically authorized FEA to establish guidelines for state programs, and to provide overall coordination, technical assistance, and financial support for specific state initiatives in energy conservation.

The overall goal of the State Energy Conservation Program is for each state to reduce its energy use by 5 percent or more by 1980. All 50 states and territories report they are capable of achieving such a reduction.

To be eligible for federal financial assistance, each state energy conservation plan has to include:

- Mandatory lighting efficiency standards for public buildings.
- Programs to promote carpools, vanpools, and public transit.
- Energy conserving procurement standards for states and their political subdivisions.
- Mandatory thermal efficiency standards & insulation requirements for new and renovated buildings.
- Right-turn-on-red traffic laws or regulations.

Funds will be allocated through a formula providing 75 percent on the basis of population, and 25 percent divided equally among participating states.

The Act also authorizes an additional $50 million for fiscal 1978, though not yet appropriated by Congress.

Administration of the State Energy Conservation Program will be at the FEA Regional Office level. State Governors will submit their plans and reports to the appropriate FEA Regional Administrator for their state. Approval of the state plans will also be made by the FEA Regional Administrator.

Full details of the final guidelines for the program were published in the *Federal Register* of November 3.

Exams For Manufacturing Engineers Announced

Qualifying examinations for Certified Manufacturing Engineer and Certified Manufacturing Technologist are scheduled for May 14 at various locations in the United States and Canada. Registration deadline is April 1.

Application forms for either exam may be obtained from the Society of Manufacturing Engineers, 20501 Ford Road, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500). The purpose of certification is to formally recognize manufacturing personnel—with or without university degrees—for their proven on-the-job expertise and to keep them current on new technology. More than 13,000 engineers, supervisors, technicians and technologists have been certified since the program was started in January 1972.

The exams for Certified Manufacturing Engineer are open to any person with at least ten years of "responsible and meaningful" manufacturing engineering experience in at least one of 12 manufacturing specialty areas. Exam fees are $50 to SME members, $65 to nonmembers.

The Technologist exams are offered to those persons having at least three years of manufacturing experience who work under the supervision of a skilled craftsman or engineer. Exam fees are $35 to SME members, $50 to nonmembers.

Guide To Commercial Law Published For Non-Lawyers

A new reference book is available for the businessman or woman who is not a lawyer, but whose position requires more than the usual lay knowledge of commercial law. The 1977 edition of *Credit Manual of Commercial Laws* covers laws on usury, bad checks, liens, sales and use of taxes, bonding requirements on construction projects, credit card and installment sales, antitrust and trade regulation, and many more.

Special reports focus on new legislative and regulatory developments, plus 1976 changes in various statutes by the federal government and 44 state legislatures. Special coverage is given to contract clauses for attorney's fees, as well as the Federal Trade Commission and the Holder-In-Due-Course doctrine. New consumer protection measures enacted by the states in the last year are included.

The *Credit Manual of Commercial Laws* is available for $24 per copy (postpaid if payment is in advance) from the Publications Department, National Association of Credit Management, 475 Park Ave. South, New York 10016. The price to NACM members is $19.50, on the same basis.

Calendar Of Business Events

Mar. 1—Houston—Product Liability Seminar, Houston Marriott Hotel. Contact: National Paint & Coatings Assn., 1500 Rhode Island Ave. NW., Washington, D.C. 20005 (202-462-6272).

Mar. 1-2—Los Angeles—Software Mgt.—Phase II: Implementation, Pacifica Hotel. Contact: Helen Flournoy, American Institute of Aeronautics & Astronautics, P.O. Box 1710, Long Beach, Calif. 9081 (213-432-7946).

Mar. 1-3—Houston—Southwestern Engineering Conference & Tool & Manufacturing Exposition, A. Thomas Convention Ctr. Contact: Society of Mfg. Engineers, P.O. Box 930, Dearborn, Mich. 48123 (313-271-1500 ext. 340).

Mar. 3-4 — San Francisco — Government procurement conference, Mark Hopkins Hotel. Contact: American Institute of Aeronautics & Astronautics, see address above.

Mar. 7-9—Los Angeles—Increasing Productivity Seminar, Los Angeles Biltmore Hotel. Sponsor: N.Y.U. Contact: New York Mgt. Ctr., 360 Lexington Ave., New York, N.Y. 10017 (212-953-7262).

Mar. 7-9—Washington — Transactional Analysis in Management I, Georgetown U. Contact: Betsy Girton, Georgetown U., Continuing Management Education Program, SSCE, Washington, D.C. 20057 (703-525-6300).

Mar. 8-11—Denver — Advanced Theory, Practice & Control of Injection Molding Seminar. Contact: Donald Paulson, CP Plastics Program, Box 59, Southington, Conn. 06489 (203-747-5213).

Mar. 9-11—Washington—Improving Management Skills: For New or Prospective Managers, George Washington U. Contact: Advanced Mgt. Education Ctr., School of Govt. & Business Admn., George Washington U., Washington, D.C. 20052 (202-676-6059).

Mar. 9-12—Atlanta—Financial Control & Simplified Acounting in the Construction Industry seminars, conducted by Jack Miller. Contact: Madeline Graetter, Group Communications, 6101 Southwest Freeway, Suite 40[illegible] ouston, Tex. 77057 (713-664-8818).

Mar. 10—Los Angeles—UCLA Business Forecasting Conference, Royce Hall, U. of Calif. at Los Angeles. Contact: 213-825-1623.

Mar. 10-11—Pittsburgh — Odor Control Technology meeting, William Penn Hotel. Contact: Public Relations Dept., Air Pollution Control Assn., P.O. Box 2861, Pittsburgh, Pa. 15230. (412-621-1090).

Mar. 11—Long Beach—Federal Procurement Conference, Commissioned Officers' Club, Terminal Island. Sponsor: U.S. Rep. Glenn N. Anderson. Contact: Max Garten, Office of Rep. Anderson, P.O. Box 2349, Long Beach, Calif. 90801 (213-548-2721).

Mar. 12—Tupelo, Miss.—Quality & Productivity Seminar, Ramada Inn. Contact: American Apparel Mfrs. Assn., 1611 N. Kent St., Suite 800, Arlington, Va. 22209 (703-524-1864).

Mar. 14-16—Washington — 4th Energy Technology Conference & Exposition, Sheraton Park Hotel. Contact: Government Institutes, Inc., 4733 Bethesda Ave. NW., Washington, D.C. 20014 (301-657-2922).

Mar. 14-17—Los Angeles—WESTEC '77, Western Metal & Tool Exposition & Conference, Convention Exhibition Ctr. Cosponsors: American Society for Metals & Society of Manufacturing Engineers. Contact: SME, see address above.

Mar. 14-17—Chicago—National Noise & Vibration Control Conference & Exposition. Contact: NOISEXPO '77, 27101 E. Oviatt Rd., Bay Village, Ohio 44140.

Mar. 14-17—Philadelphia—Marketing and Design/Build/Lease in the Construction Industry Seminar, conducted by Jack Miller. Contact: Group Communications, see address above.

Mar. 15-17—Dearborn, Mich.—Sheet Metal Fabrication Clinic, Dearborn Inn. Contact: SME, see address above.

Mar. 15-18—Culver City, Calif.—Microcomputer & Microprocessor Short Course, Ramada Inn. Contact: Integrated Computer Systems, Inc., 4445 Overland Ave., Culver City, Calif. 90230 (213-559-9265).

Mar. 16-18—Biloxi—17th Annual Marine Coatings Conference, Broadwater Beach Hotel & Golf Club. Contact: Alan Darrow, National Paint & Coatings Assn., see address above.

Mar. 16-18—Chicago—Big I Automotive Show, McCormick Place. Sponsors: Motor & Equipment Mfrs. Assn. and Automotive Service Industry Assn. Contact: ASIA, P.O. Box 1190, Muncie, Ind. 47305 (317-284-7707).

International Commerce Report

World Market Report: U.S. Position Is Mixed

LATEST QUARTERLY FIGURES SHOW IMPORTS ARE UP AMONG INDUSTRIAL NATIONS, RESPONDING TO RECOVERY

The United States' share of the import markets of the top 50 free-world trading nations showed a mixed pattern of increases and decreases over the last 12 months for which data are available. Compared with the previous quarterly report in this series, the value of imports into the industrialized countries generally rose. This trend, however, was not evident in the developing countries covered in this report.

The increase in the value of imports into the industrialized countries was primarily the result of the economic recovery extending into 1976 despite a pause that began to manifest itself in mid-year. Also, U.S. dollar prices of most of the important commodities traded on world markets continued to rise, although at a much slower rate than in the recent past. Finally, with the continuing appreciation of the U.S. dollar against most other major currencies, import values became smaller when expressed in terms of dollars than when expressed in terms of national currencies.

Among the ten largest importing nations, the United States was able to increase its market share in only three: Canada, the Netherlands, and Sweden, while maintaining the previous year's share in the Belgium-Luxembourg and British markets. The U.S. share contracted in the remaining five markets of this top trading group. Though the value of U.S. imports received by Japan and Italy declined only slightly, the U.S. share dropped as these countries substantially expanded their imports from other sources.

Among the smaller industrialized nations, the U.S. share position showed increases in half of these countries. The Irish and South African importers registered the most substantial rise in U.S. import shares, while strong demand for other nations' imports relative to those of the United States resulted in large market share declines in Switzerland, Greece and Denmark.

For those less-developed countries and OPEC members for which some 1976 trade data were available, the number of U.S. share changes were about evenly divided between increases and decreases.

The value of U.S. arrivals into the Federal Republic of Germany and France was up by more than 10 percent. Yet, the U.S. share decreased in Germany and France as a result of larger purchases made by these countries from other suppliers. German import demand for U.S. goods was led by defense items, chemical products and electrical equipment, while French demand was especially strong for U.S. office machines, motor vehicles and mining and construction equipment.

Canada, Netherlands receptive

The value of U.S. imports to Canada and the Netherlands also rose by more than 10 percent, but the U.S. share in these markets rose only slightly. Particularly large increases in the inflow of wheat, animal feedstuffs, oilseeds, coal and organic chemicals were posted for the Netherlands, while most advances in Canada were attributable to enhanced demand for automobiles and automotive equipment.

The U.S. share positions in the Belgium-Luxembourg and U.K. markets were unchanged. In Belgium-Luxembourg, nearly all commodities were in greater demand; pacing the advances were corn, animal feedstuffs, tobacco and coal. Moderate increases in the U.K. demand for U.S. products were led by corn, office and calculating machines and chemicals.

Japan, the third largest trader in the free world, posted a negligible change in the value of its purchases from the United States, but a large rise in imports from other countries caused a substantial fall in the American share position. Japanese purchases of U.S. coal, iron and steel and cotton declined significantly while imports of raw skins, meat and medical products increased.

In Italy, where recent economic difficulties have led to the devaluation of the lira vis-a-vis the U.S. dollar, the U.S. trade share dropped. Italian purchases of U.S. goods declined substantially, especially in wheat, oil seeds and coal.

Among the smaller industrialized countries, South Africa and Ireland were the only nations where the U.S. market share increased by at least ten percentage points. A near-doubling in Irish demand for non-electrical machinery was primarily responsible for the U.S. advance in this market. The U.S. share of the Greek import market continued to deteriorate and exhibited the greatest U.S. share drop among the industrialized countries. Lesser U.S. share declines were registered by Spain, Switzerland and Denmark. The contraction in the Swiss market reflected primarily dwindling demand for U.S. aircraft and wheat.

Practically all of the less developed countries (LDCs) reported increases in the value of their U.S. imports. In half of these countries the United States augmented its share position. In several major LDCs including Nigeria, Taiwan, Korea and Iran, increased U.S. imports were more than offset by even larger purchases from other nations. Taiwan's increased demand for U.S. products was marked by especially strong sales of aluminum and alloys, aircraft, corn, and wheat, while a large surge in Korean purchases of corn, electrical components, cotton, and special category equipment more than offset declining sales of wheat, rice and aircraft.

Sizable U.S. share increases of at least 15 percentage points in Brazil, Indonesia, and Malaysia were attributable primarily to increased sales of U.S. goods rather than declines in the purchases of goods from other sources.

Among the LDCs, only in Turkey, Morocco and Singapore was there a shrinkage in the U.S. market share as well as a decline in the value of U.S. goods purchased by these countries. Singapore's weak demand for U.S. products was especially pronounced in construction and mining equipment.

World Market Report

The 50 markets shown below accounted for 88 percent of 1975 imports into all free-world markets and 89 percent of imports from the U.S.

Values in millions of dollars — Published quarterly

Importing country	1975 Imports: From world	1975 Imports: From U.S.	1975 Imports: U.S. share %	1976 Imports January through latest month: Latest month	1976 Imports: From world	1976 Imports: From U.S.	1976 Imports: U.S. share %	Import change in latest 12 months*: From world %	Import change in latest 12 months*: From U.S. %
Germany, Fed. Rep.	74,208	5,749	7.7	Nov.	79,407	6,001	7.6	+ 16	+ 14
Japan	57,840	11,619	20.1	Nov.	58,929	10,748	18.2	+ 11	— 1
France	53,266	4,075	7.6	Oct.	52,429	3,873	7.4	+ 16	+ 13
United Kingdom	53,265	5,204	9.8	Dec.	55,983	5,485	9.8	+ 5	+ 5
Italy	38,436	3,355	8.7	Sept.	30,932	2,393	7.7	+ 10	— 4
Canada	36,331	23,805	65.5	Dec.	40,008	26,906	67.3	+ 10	+ 13
Netherlands	34,565	3,475	10.1	Sept.	27,606	2,558	9.3	+ 6	+ 10
Belgium-Luxembourg	30,632	1,947	6.4	Oct.	27,775	1,737	6.3	+ 10	+ 11
Sweden	17,871	1,184	6.7	Sept.	13,570	919	6.8	— 2	+ 3
Spain	16,262	2,585	15.9	Oct.	14,123	2,047	14.5	+ 1	— 6
Brazil	13,658	3,386	25.2	June	6,603	1,624	24.6	— 7	+ 11
Switzerland	13,284	1,010	7.6	Dec.	14,777	984	6.7	+ 11	— 2
Australia	11,119	2,259	20.3	Aug.	8,258	1,682	20.4	— 5	+ 4
Iran	10,348	2,051	19.8	Mar.	3,609	725	20.1	+ 76	+ 72
Denmark	10,329	622	6.0	Nov.	11,170	559	5.0	+ 19	+ 4
Norway	9,754	696	7.1	Oct.	8,871	596	6.7	+ 7	— 2
Austria	9,392	275	2.9	Nov.	10,392	304	2.9	+ 20	+ 22
South Africa	8,326	1,475	17.7	June	3,936	843	21.4	— 10	+ 7
Singapore	8,126	1,278	15.7	Nov.	8,250	1,094	13.3	+ 11	— 7
Yugoslavia	7,697	417	5.4	Aug.	4,657	247	5.3	— 9	+ [1]
Finland	7,609	421	5.5	Oct.	5,800	312	5.4	— 8	— 13
Korea, Rep. of	7,274	1,881	25.9	Sept.	6,479	1,377	21.3	+ 19	+ 5
Hong Kong	6,757	799	11.8	Oct.	7,356	896	12.2	+ 33	+ 32
Mexico	6,580	4,108	62.4	Sept.	4,587	2,877	62.7	— [1]	+ 1
India	6,198	1,384	22.3	Oct.	3,874	[2]	[2]	[3]+ 19	[3]+ 88
Nigeria	6,004	681	11.3	June	3,764	361	9.6	+ 74	+ 54
Venezuela	5,967	2,840	47.6	Feb.	875	392	44.8	+ 36	+ 36
Taiwan	5,960	1,655	27.8	Sept.	5,533	1,300	23.5	+ 24	+ 15
Greece	5,322	398	7.4	June	2,601	169	6.5	+ 7	— 21
Indonesia	4,770	670	14.0	July	2,826	497	17.6	+ 5	+ 32
Turkey	4,739	426	9.0	Oct.	4,182	353	8.4	+ 4	— 11
Israel	4,171	944	22.6	Oct.	3,360	737	21.9	— 3	+ 4
Argentina	3,960	644	16.3	Sept.	2,190	391	17.8	— 28	— 27
Portugal	3,830	475	12.4	Sept.	2,775	225	8.1	— 22	— 24
Philippines	3,786	822	21.7	Sept.	2,984	670	22.4	+ 2	+ 13
Ireland	3,769	272	7.2	Oct.	3,434	283	8.2	+ 9	+ 26
Iraq	3,529	305	8.6	Sept.	1,824	[2]	[2]	[3]+ 49	[3]+ 62
Thailand	3,281	470	14.3	Apr.	1,138	151	13.3	+ 6	+ 12
New Zealand	3,154	442	14.0	Mar.	835	110	13.1	— 18	— 12
Malaysia, West	3,118	333	10.7	Aug.	2,189	290	13.3	+ 1	+ 22
United Arab Emirates	2,600	372	14.3	Feb.	406	52	12.7	[3]+ 45	[3]+ 55
Morocco	2,566	193	7.5	June	1,395	117	8.4	+ 5	— 20
Bahamas	2,233	268	12.0	June	1,120	[2]	[2]	[3]+ 17	[3]+ 14
Pakistan	2,131	269	12.6	July	1,228	242	19.7	— 7	+ 7
Trinidad and Tobago	1,471	325	22.1	June	1,006	211	21.0	+ 23	+ 38
Bahrain	1,189	92	7.7	July	854	78	9.1	[3]+ 5	[3]+ 14
Jamaica	1,112	404	36.4	Sept.	701	259	37.0	— 11	— [1]
Ecuador	943	379	40.2	Sept.	704	[2]	[2]	[3]— 2	[3]+ 6
Panama	870	232	26.7	Mar.	179	57	32.1	+ 2	+ 7
Oman	676	65	9.6	June	310	[2]	[2]	[3]+ 70	[3]+110

NOTE: The countries shown above include the 50 major importers of U.S. merchandise in 1975 for which current data are available. Other oil-exporting countries including Saudi Arabia and Kuwait have become major markets for U.S. merchandise, but current trade data from these countries are not now available so they cannot be included in this tabulation. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Canada, Philippines, the Republic of South Africa, and Venezuela.

* Compared with preceding 12 months.
[1] Less than 0.5 percent. [2] Not available. [3] Import change from the year 1974 to the year 1975.
SOURCE: Official trade statistics of ilsted countries.

MARKET SHARE REPORTS UPDATED; REVEAL TRENDS IN GLOBAL COMPETITION

A new array of Market Share Reports covering the export performance of more than 900 U.S. manufactured products in 100 country markets has been released by the Commerce Department's Bureau of International Economic Policy and Research.

The reports provide exporters and market analysts with precise information on exports of specific manufactures from the United States and major competitor nations, updated for the five-year period of 1971-75. Purchasers may analyze world growth trends for established products, identify fast-selling products in emerging markets, and evaluate shifts in supplier performance. A company can thus assess its own sales compared to those of other U.S. suppliers and pinpoint areas where marketing efforts need to be strengthened.

Two types of reports are offered—a "Commodity Series" at $3.25 for each report and a "Country Series" at $4.75 per report.

The "Commodity Series" provides information on exports of each of 900 commodities shipped from the United States and 13 other major exporting nations to 100 different destinations around the world.

The 88 "Country Series" reports give specific data on imports of more than 900 commodities into each of the national markets from the United States and other major industrial suppliers.

The individual products and the country markets in the two series are listed in a new Market Share Reports Catalog, soon available free from Commerce District Offices or the National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151.

Agency Termination Rules Set By Ecuador Decree

Ecuador enacted a decree effective Jan. 1 affecting the termination of agency, distributorship and representational agreements.

It specifies circumstances deeemed to be a "just cause" for termination or refusal to renew: 1) the agent's failure to discharge his contractual or legal obligations, 2) any action or ommission by the agent resulting in damage to the principal's interest, or 3) the agent's insolvency or bankruptcy and/or liquidation or termination of his business activities.

The kind of damages for which the agent must be compensated when his termination or dismissal is not based on a "just cause" may include expenses incurred by the agent in setting up the agency, the cost of items purchased for the operation of the agency and the added value of the principal's goodwill acquired by the agent's efforts. The actual amount of damages is to be determined by an Ecuadorian judicial proceeding. Legal jurisdiction over representational contracts continues to be limited to the laws of Ecuador, thereby precluding the use of choice of law clauses often found in these contracts.

Copies of an unofficial translation of this Decree are available from the Foreign Business Practices Division, Office of International Finance and Investment, Department of Commerce, Washington, D.C. 20230, phone 202-377-4471.

South Africa Ends Deposits Of 20 Percent On Imports

The South African Government on Feb. 2 abolished the 20 percent import deposit scheme which had been introduced on Aug. 2, 1976. The timing reflected the government's earlier statements that the scheme would last no more than six months. The government cited the improvement of the balance of trade in 1976 as a factor in its decision. During the past year the value of imports rose only 6.2 percent, while exports rose 13.2 percent.

Approximately $350 million in deposits will be returned to importers over the next six months.

FOR AUSTRALIAN TV AUDIENCE—*The Sydney U.S. Trade Center show of computers and peripheral equipment drew wide news media interest. Here a participant is being interviewed for Australia's Channel Ten national news program.*

COMPUTER SHOW AT U.S. CENTER, SYDNEY: FLOOR SALES REACH $3.5 MILLION

The remarkable success of a recent U.S. exhibition in Sydney—one of the best in the history of the U.S. Trade Center there—attests to the excellent market in Australia for all types of computers and peripheral equipment. A substantial trend toward more computer-based equipment Down Under resulted in off-the-floor sales totaling $3.5 million. Additional orders amounting to $27.9 million are projected over the next 12 months by the 25 participants representing 51 exhibitors.

Several market trends are discernible which will provide both new and continuing sales opportunities for U.S. exporters—among them, a move to extra memory, the availability of appropriate software packages and programming aids, more economical methods of data entry, and automatic generation of readable documents. Growth is likely to be particularly rapid for minicomputers, small business computer systems, more intelligent terminals, and data communications equipment.

The United States is the acknowledged market leader for computers and related equipment in Australia. For this reason, exhibitors were more inclined to view the price competitiveness of their products in relation to other U.S. suppliers rather than in relation to third-country or domestic competitors. Further, because all U.S. equipment is regarded as being technologically excellent, price is most often the critical factor as the U.S. firms vie against each other. The major third-country competition is from Japan. More Japanese products, particularly peripherals, are likely to become available, providing a degree of price competitiveness for some product lines. The Australian market tends to follow the United States in computer technology, and it is generally agreed that product success will continue to be proportional to use of the latest technology.

Market growth and developments over the next few years will provide room for even more vendors in the Australian market. While there is little current or projected domestic production capability, third-country suppliers may be expected to make an allout effort to improve their market shares. American suppliers cannot afford to be complacent in the face of such potential, and continued promotion is required if they are to take full advantage of this dynamic market.

Farm Equipment Show, Cairo

U.S. firms may wish to participate in the Cairo International Exhibition for Agriculture and Irrigation Requirements, Oct. 17-28. Tractors, dredgers, and equipment for earthmoving, cultivation and harvesting, pest control, irrigation, land reclamation, transportion, poultry, and cattle and sheep breeding will be displayed. For further information, contact Kenneth Button, Commerce Action Group for the Near East, U.S. Department of Commerce, Washington, D.C. 20230; phone, 202-377-3752.

Taiwan Stresses Expansion Of Communication Systems, U.S. Exhibitors Plug In

Telecommunications equipment and technology has been designated by the Republic of China (Taiwan) Government for major emphasis during the next five years. Moreover, with the growing use of computers, a corresponding increase in the use of data communications equipment can be expected.

This market picture was confirmed recently by participants in an exhibition at the Taipei U.S. Trade Center, when 16 firms displayed and demonstrated their latest telephone systems; telex, telegraph, telefax, and radio equipment; data communications, microwave, alarm and surveillance systems; and ancillary equipment.

Immediate floor orders and projected sales generated from the event are expected to total some $7.5 million in the next 12 months. Five of the seven exhibitors seeking agents/distributors signed sales representation agreements, and three additional agreements are under negotiation. One exhibitor, Suttle Apparatus Corp., Lawrenceville, Ill., signed a joint venture agreement with a local manufacturer.

During the past two decades, Taiwan has undertaken a series of social, industrial and economic expansion programs. To keep pace with this development, and the accelerating standard of living, demand for more efficient and modern communications systems will continue to increase.

The annual Taiwanese growth rate for transportation and communications under the country's new economic plan (1976-81) is expected to be almost 10 percent. In the six-year period, private automatic branch exchanges in urban areas are expected to increase by 2,280,800 sets; long-distance telephone circuits, by 42,600 lines; and international telephone and telegraphic exchanges, by 23,400 units. Increases in equipment will require increases in related and supporting devices, as well.

U.S. communications equipment generally is superior in technology to local or other imported products. Through licensing or joint venture arrangements with U.S., Dutch, and West German firms, and resulting increased competition, prices of equipment and apparatus of moderate technology may decline; but, because of world market trends, general inflation and rising costs, prices for products of high technical quality are expected to rise.

Major competitors of U.S. suppliers in Taiwan are manufacturers in Japan, Israel, and West Germany. Taiwan Government policy favors U.S.-origin equipment.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

Import Relief—Footwear: On Feb. 8 the International Trade Commission (ITC) sent its final report and remedy recommendation on the "escape clause" case involving **non-rubber footwear** to the President. The Commission, following an investigation into the effects on the domestic industry of increased footwear imports, recommended that the President proclaim import relief in the form of a tariff-rate quota system. The President has 60 days, from the date of his receipt of the report, in which to determine whether he will accept and implement the ITC recommendation, impose another form of import relief, or decline to provide any relief.

Generalized System of Preferences: On Jan. 19, President Ford issued Executive Order 11960, designating additional products as eligible for duty-free treatment under the U.S. Generalized System of Preferences (GSP). In addition to several agricultural and fisheries products, the new items eligible for GSP duty-free status include **ethoxyquin, maleic anhydride, copper wire strand, artificial flowers of man-made fibers** and **articles of natural sponge.** This action follows public hearings held by the Executive Branch during December as part of the second biannual GSP review.

In addition, President Ford announced the intention of the United States to withdraw the **GSP designation** of the People's Republic of the Congo. The withdrawal decision was based upon the Congolese Government's nationalization, without prompt, adequate and effective compensation, of certain oil companies 50 percent or more beneficially owned by U.S. citizens. Under Title V of the Trade Act of 1974 such a nationalization renders a country ineligible for beneficiary status. Congress is given 60 days from the date of the President's announcement to disapprove his decision.

Import Restrictions: A quantitative restriction on imports of certain **dried milk mixtures** was proclaimed by President Ford, pursuant to his authority under Section 22 of the Agricultural Adjustment Act and Section 604 of the Trade Act of 1974. The President deemed his action necessary to prevent imports from rendering ineffective or materially interfering with the price support program now conducted by the Department of Agriculture for milk or from reducing substantially the amount of products processed in the United States from domestic milk.

In addition, the President increased, from $10 to $25, the maximum value of shipments of **certain cotton,** imported as samples for taking orders, for personal use of the importer, or for research deemed, by the Appendix to the Tariff Schedules of the United States, to be excluded from the import restrictions provided by Part 3 thereof.

Fisheries: In accordance with the Fishery Conservation and Management Act of 1976, agreements have been entered into on behalf of the United States with Bulgaria, the USSR, Romania, the German Democratic Republic, and the Republic of China. President Ford urged prompt and favorable consideration of the agreements by the Congress.

CONGRESS

House Hearings: On Feb. 8, representatives of the Office of the Special Trade Representative (STR) and the Departments of Agriculture, Commerce, and State appeared before the House Ways and Means Committee's Subcommittee on Trade which was considering H. Con. Res. 80, to override President Ford's Aug. 29 decision denying import relief to the U.S. **honey** industry. Under the override provisions of the Trade Act, a majority vote of both the House and Senate is required to override the President's decision and impose in lieu thereof the tariff-rate quota remedy recommended by the ITC. STR stated that the case had been reviewed and the findings of the Carter Administration were the same as those of the Ford Administration. The Subcommittee sustained the President's decision by a 12-0 vote. The Ways and Means Committee reported H. Con. Res. 80 unfavorably by a voice vote.

New Legislation: Since the opening of the 95th Congress, 111 trade and related bills have been introduced: H.R. 68, to require that certain **durable products** be prominently labeled as to date of manufacture; H.R. 108, to protect collectors of **antique glassware** against the manufacture in the U.S. or the importation of imitations of such glassware; H.R. 119, H.R. 548 and H.R. 2278, to prohibit the importation of **handguns** except for or by members of the Armed Forces, law enforcement officials, and, as authorized by the Secretary of the Treasury, licensed importers, manufacturers, dealers and pistol clubs.

Also, H.R. 139, H.R. 208 and H.R. 2267, to increase for a five-year period, the duty on certain **hand tools;** H.R. 156, H.R. 594, and H.R. 1347, to repeal the **Gun Control Act** of 1968; H.R. 169, to amend the Tariff Act of 1930 with regard to **iron pipe fittings;** H.R. 206, to provide that all **petroleum** imported into the U.S. after Sept. 1, 1977 shall be available for purchase only by the U.S. Government; H.R. 223, to amend the **Export-Import Bank Act of 1945** to suspend credit for exports to certain countries; H.R. 272, to direct the President to halt all exports of **gasoline, distillate fuel oil,** and **propane gas** until he determines that no shortage of these fuels exists in the U.S.; H.R. 325 and H.R. 2709, to amend the Tariff Schedules of the U.S. to raise the value limit for **personal articles** which may be imported duty-free by returning residents.

Also, H.R. 326, to amend the Export Administration Act of 1969 to provide for the regulation of the export of **agricultural products;** H.R. 421, to amend the Tariff Act of 1930 and the Tariff Schedules of the U.S. to reduce the burden of paperwork involved in the customs entry process for travelers and goods entering the U.S.; H.R. 422 and H.R. 3051, to amend the Tariff Schedules of the U.S. to provide duty-free treatment for any **aircraft engine** used as a temporary replacement for an aircraft engine being overhualed within the U.S. if duty was paid on such replacement engine during a previous importation; H.R. 423, H.R. 483, H.R. 1112, H.R. 1083, H.R. 1301, H.R. 1624, and H.R. 2363, to amend the Tariff Schedules of the US. with respect to **tariff item 807.00.**

Also, H.R. 492, to suspend through Jan. 3, 1979 the rate of duty on **menadione dimethylpyrimidinol bisulphite** (MPB); H.R. 706, to extend from 8 to 24 months the period during which **domesticated animals** may pasture in foreign countries and be accorded duty-free status upon reentry into the U.S.; H.R. 712 and H.R. 1037, to require that a certain percentage of U.S. oil imports be carried on U.S. **flag vessels;** H.R. 744, to amend section 8e of the Agriculture Adjustment Act of 1933, as reenacted and amended by the Agricultural Marketing Agreement Act of 1937, to subject imported **tomatoes** to restrictions comparable to those applicable to domestic tomatoes; H.R. 746, to amend the **Agricultural Adjustment Act** as reenacted and amended by the Agricultural Marketing Agreement Act of 1937, as amended; H.R. 774, to limit the export of **certain nuclear technology and materials** so as to prevent the proliferation of nuclear weapons; H.R. 795, to amend the **Buy American Act** to provide that the price of domestic goods shall not be deemed unreasonable unless it exceeds the price of foreign goods by 50 percent.

Also H.R. 956, to amend the Export Administration Act of 1969; H.R. 1039, to amend the Merchant Marine Act of 1920 to provide that the coastwise laws shall extend to the Virgin Islands with respect to the transportation of **crude oil, residual fuel oil and refined petroleum products**; H.R. 1154, to amend Public Law 88-482 regarding **meat** quotas; H.R. 1349, to require that **imported meat and meat food products** made in whole or in part of imported meat be labeled "imported," to provide for the inspection of imported **dairy products** and to require that imported dairy products be labeled "imported;" H.R. 1383, to amend the Marine Mammal Protection Act of 1972 in order to prohibit the issuance of general permits thereunder which authorize the taking of **marine mammals** in connection with commercial fishing operations; H.R. 1404, to admit duty-free thirty-three **carillon bells** for the use of Smith College, Northampton, Mass.

Also H.R. 1464, to amend the Federal Meat Inspection Act for purposes of requiring that **meat** inspected and approved under such Act be produced only from livestock slaughtered in accordance with humane methods; H.R. 1491, H.R. 2131 and H.R. 2485, to protect the public health and welfare by providing for the inspection of imported **dairy products** and by requiring that such products comply with certain minimum standards for sanitation, and that the dairy farms on which milk is produced and the plants in which dairy products are produced meet certain minimum standards of sanitation; H.R. 1500, to amend section 2 of the Act of August 22, 1964, to prevent circumvention of import regulations through the production or manufacture of articles from foreign **meat** in foreign trade zones, territories and possessions of the U.S.; H.R. 1505, to prohibit United States companies from participating in the **boycott** of another U.S. company or a country friendly to the U.S., or providing certain information, in response to a country's request.

Also H.R. 1550, to reduce the rate of duty on **ceramic spark plug insulators**; H.R. 1560, to repeal section 5(b) of the **Trading with the Enemy Act of 1917**; H.R. 1561 to amend the **Export Administration Act of 1969** in order to extend the authorities of that Act and improve the administration of export controls under it, to strengthen the antiboycott provisions of the Act, and to provide for stricter controls over exports of nuclear material and technology; H.R. 1593, to amend the Trade Reform Act of 1974 to extend by 26 weeks the period for which workers may receive **trade adjustment assistance allowances**; H.R. 1648, to amend the **Fisherman's Protective Act of 1967** in order to strengthen the import restrictions which may be imposed to deter foreign countries from conducting fishing operations which adversely affect international fishery conservation programs; H.R. 1650, to establish a comprehensive program to insure the wholesomeness of commercial **fish and fishery products.**

Also, H.R. 1698, to assure American consumers of a stable and adequate supply of **sugar** by assuring the continued existence of a viable domestic sugar industry; H.R. 1769, to amend Schedule 8 of the Tariff Schedules of the U.S. to require proof of liability insurance for **autos** entered into the U.S. for personal use by nonresidents and foreign government personnel; H.R. 1820, to amend the Tariff Schedules of the U.S. to increase the **personal exemption** for miscellaneous articles imported by a resident returning from American Samoa, Guam, or the Virgin Islands to $400.00, and to increase the personal exemption of **alcoholic beverages** imported by a resident returning from American Samoa, Guam, or the Virgin Islands to 1 1/5 wine gallons; H.R. 1835, to require that imported **palm oil** and **palm oil products** made in whole or in part of imported palm oil be labeled, to provide for the inspection of imported palm oil and palm oil products, and to require that such products comply with certain minimum standards of sanitation; H.R. 1856, to amend the Tariff Schedules of the U.S. with respect to the rates of duty for **palm oil.**

Also, H.R. 1904, to provide duty-free treatment for **intravenous fat emulsions**; H.R. 2010 and S. 297, to require that imported **meat** and **meat food products** made in whole or in part from imported meat be subject to certain tests and that such meat or products be identified as having been imported, to require the inspection of imported **dairy products** and that such products comply with certain minimum standards of sanitation and to require that the cost of conducting such tests, inspections, and identification procedures on imported meat and meat food products and on dairy products be borne by the exporters; H.R. 2048, to amend the Tariff Schedules of the U.S. to provide a lower rate of duty for certain **fish netting** and **fish nets**; H.R. 2065, to provide that **foreign made products** be labeled to indicate explicitly the country of origin.

Also, H.R. 2147, to prohibit actions by U.S. exporters which have the purpose or effect of supporting **restrictive trade practices** or **boycotts** imposed on countries friendly to the U.S. by other foreign countries; H.R. 2171 and H.R. 2933, to deny certain benefits to taxpayers who participate in or cooperate with the boycott of Israel; H.R. 2327, to permit marketing orders to include provisions concerning marketing and promotion, including paid advertisement, of **raisins** and distribution among producers of the pro rata costs of such promotion; H.R. 2337, to amend the Pipeline Authorization Act to insure domestic distribution of Alaskan **crude oil** through clarification of the 1973 Trans-Alaska Pipeline Authorization Act; H.R. 2381, to improve the quality of **unshelled and shelled filberts** for marketing in the U.S.

Also, H.R. 2382, to limit the imposition of **trade embargoes**; H.R. 2418, to amend the **Export Administration Act of 1969** to stabilize domestic prices; H.R. 2446, to amend the Tariff Schedules of the U.S. with respect to the entry of **horses**; H.R. 2484, to amend the **Trade Reform Act of 1974** in order to make eligible under the adjustment assistance program certain workers who did not receive timely notification of requirements relating to such program; H.R. 2523, to amend the worker adjustment assistance provisions of the **Trade Act of 1974** in order to provide that workers may be covered under certification of eligibility to apply for such assistance if they are totally or partially separated from adversely affected employment within two years before the date of the petition for such certification; H.R. 2588 and S. 594, to amend the Trade Act of 1974 in order to authorize the President to designate certain members of OPEC as eligible for GSP duty-free benefits.

Also, H.R. 2646, to provide duty-free entry of **bender twine and baler twine** made from manmade fibers; H.R. 2692, to suspend for two years the duty on **wool excelsior** imported from Canada; H.R. 2710, to amend the **Internal Revenue Code of 1954** to allow personal deductions for expenses incurred in contiguous less-developed countries; H.R. 2723, relative to the disposal of the **tin** stockpile; H.R. 2735, to provide the American consumer the assurance that foreign **dairy products** marketed in the U.S. meet the minimum standards of quality by requiring the inspection of these products at the U.S. ports of entry, at the foreign milk processing plants which provide dairy products for export to the U.S. and at the foreign dairy farms which supply milk to foreign milk processing plants for the production of dairy products to be exported to the U.S.

Also, H.R. 2849, to suspend for a three-year period the rate of duty on **mattress blanks of rubber latex**; H.R. 2850, to suspend for a three-year period the rate of duty on **latex sheets**; H.R. 2902, to permit the transportation of passengers by **foreign vessels** between ports in the U.S. if such transportation is not in direct competition with U.S.-flag vessels; H.R. 2982, to suspend for a two-year period the duty on **synthetic tantalum/columbium concentrates**; H.R. 3047, to amend the **Trading with the Enemy Act**; H.R. 3093, to extend until July 1, 1979 the

- **ITC opens three new "escape clause" investigations.**
- **ITC report on footwear sent to President.**
- **President designates additional products as eligible for GSP treatment.**

duty-free treatment on **copying lathes** used for making rough or finished shoe lasts; H. Res. 28, to express the sense of the House with respect to oppression of minorities in **Romania** and requesting the President and appropriate committees of Congress to take this situation into consideration before again taking action on MFN tariff treatment for Romania; H. Res. 37, a resolution relative to the freedom of the citizens of **Romania.**

Also, H. Res. 79 and H.J. Res. 184, resolutions to save **great whales** from extinction by amending the Fisherman's Protective Act of 1967 to impose an embargo on the products of all foreign enterprises engaged in commercial whaling; H. Con. Res. 80, 105 and 108, concurrent resolutions to disapprove the determination of the President denying import relief under the Trade Act of 1974 to the U.S. **honey** industry; H. Res. 109, to express the sense of the House relative to **palm oil.**

Also, S. 23, to provide for normal flow of **maritime interstate commerce** between Hawaii, Guam, American Samoa, or the trust territories of the Pacific Islands and the west coast and to prevent certain interruptions thereof; S.56, to protect the U.S. from dependence on foreign **petroleum** products by amending the U.S. Tariff Schedules to impose higher rates of duty on products derived from petroleum and by distributing the revenue from such increased rates of duty to the state which consumes such products; S. 69, to amend and extend the **Export Administration Act;** S. 92, to improve the administration of export controls pursuant to the **Export Administration Act** and to strengthen the anti-boycott provisions; S. 187, to provide that 100 percent of tariffs on imported **fish products** and fines collected under the Fishery Conservation and Management Act of 1976 be utilized by the regional councils set up to implement the 200-mile limit, and for grants, loans and loan guarantees for fishermen in their regions; S. 237, to amend the headnote to Subpart B, Part 2, Schedule 1 of the U.S. Tariff Schedules relating to **meat;** S. 294, to amend the Meat Import Quota Act of 1964 to define **fresh, chilled and frozen meat;** S. 314, to terminate the embargo against trade between the U.S. and Cuba with respect to **medical supplies, food** and **agricultural commodities.**

Also S. 369, to amend the Tariff Act of 1930 to exempt from duties and taxes supplies for certain additional classes of **vessels;** S. 373, to amend the Marine Mammal Protection Act of 1972 in connection with the incidental taking of **marine mammals** with commercial fishings; S. 439, to amend the Tariff Schedules of the U.S. to provide for the duty-free entry of **competition bobsleds and luges;** S. 483, requiring the President to suspend economic assistance, military assistance, government and commercial sales of arms, Export-Import Bank loans, foreign air carrier landing rights, and Most-Favored-Nation treatment to any country that willfully aids or abets **terrorism;** S. 568, to regulate the transportation of **oil tankers** in the domestic and foreign commerce of the U.S.; and S. 603, to establish a program to improve the **commercial fisheries** of the U.S.

TREASURY DEPARTMENT

Antidumping Cases: Following a Treasury finding of sales at less than fair value within the meaning of the antidumping law and an International Trade Commission (ITC) finding of injury to the domestic industry stemming from such sales, the Treasury Department has issued a formal finding of dumping of **melamine in crystal form** from Japan. Special dumping duties will be assessed on the dumped merchandise imported after June 18, 1976, the date on which customs appraisement was withheld.

In another antidumping action, Treasury recently announced a final affirmative determination that **clear sheet glass** from Romania is being sold at less than fair value. The margin of dumping was found to be 48 percent of the difference between the price of Romanian exports to the United States and the price of similar goods in the domestic market. The Austrian market was used as a basis for price comparison rather than the Romanian home market as the Trade Act of 1974 requires that when the Secretary of the Treasury determines that the economy of the country from which the merchandise is exported is state-controlled to such an extent that its sales do not permit a determination of fair value under the usual procedures, the fair value is determined on the basis of either a) the prices at which similar merchandise is sold in a non-state-controlled economy country either in that country's home market or to other countries including the United States or b) the constructed cost of the product in a non-state-controlled economy.

Also, Treasury issued a final negative finding that **automatic digital scales** imported from Japan are not being and are not likely to be imported at less than fair value.

Finally, Treasury has opened new antidumping investigations to determine whether **animal glue and inedible gelatin** from Yugoslavia, Sweden, the Federal Republic of Germany and the Netherlands are being sold or are likely to be sold at less than fair value.

Countervailing Duty Cases: The Department recently announced its final determination that bounties or grants, within the meaning of the countervailing duty law, are being paid on imports of certain **scissors and shears** from Brazil. The subsidy, based on information presently available, has been estimated and declared to be 17 percent of the f.o.b. or ex-works price for export to the United States. This estimate is subject to change. In addition to any other duties due on the subject product, there shall be collected, as a deposit, countervailing duties in the amount of the declared estimate, or a lesser amount if it can be established in particular cases that a smaller subsidy was paid on the subject product.

LABOR DEPARTMENT

Adjustment Assistance Certifications: The Labor Department, having found that workers at certain firms have been or may become unemployed as a result of increased imports, has certified workers at those firms as eligible to apply for adjustment assistance. Adjustment Assistance, under provisions of the Trade Act of 1974, may include cash trade readjustment allowances, training, testing, counseling, job placement, job search grants and relocation allowances.

The workers certified (numbers where available are approximate) are or have been employees of the following firms:

International Shoe Co., West Plains, Mo. (**men's shoes**) 470; Sweetree Mills, Inc., Cherryville and King's Mountain, N.C. (**women's knit sweaters and knit sportswear**) 350; International Shoe Co., Flora, Ill. (**men's shoes**) 265; Aluminum Co. of America, Point Comfort, Tex. (**primary aluminum**) 175; New York Imperial Foundation, Inc., Brooklyn (**brassieres and girdles**) 100; Washington Stove Works, Everett, Wash. (**cast iron stoves**) 85; GTE Sylvania, Batavia, N.Y. (**color televisions**) 600; Grossman Clothing Co., Inc., New York (**men's suits and sport coats**) 40; Birwin Trousers, Inc., New York (**men's suit pants**) 10; Gibson, Inc., Kalamazoo, Mich. (**guitars**) 170; Bethlehem Steel Corp., Torrance, Calif. (**structural steel pieces**) 110; Wolverine World Wide, Inc., Aguadilla, P.R. (**work gloves**) 75; Robin Footwear Corp., Mt. Union, Pa. (**women's footwear**) 340; Dorn Shirt Co., Philadelphia (**women's and juniors' shirts and blouses**) 55; Louis Clark, Inc., Philadelphia (**women's blouses and**

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shirts) 15; True Temper Corp., Tackle Div., Anderson, S.C. **(fishing rods and reels)** 85; Warnaco Men's Sportswear, Inc., El Paso, Texas **(men's knit shirts)** 55.

Also, Brierwood Shoe Corp., Northern Shoe Division, Pulaski, Wis. **(nonrubber footwear for children, infants, and women)** 50; RCA Corp., Harrison and Edison, N.J. **(electronic receiving tubes and mounts)** 20; Morehouse Garment Corp., Bastrop, La. **(men's and boys' slacks)** 350; International Shoe Co., Russellville, Ark. **(children's, infants' and babies' non-rubber footwear)** 270; Triad-Utrad, Div., of Litton Systems, Blytheville, Ark. **(deflection yokes)** 75; Nunn-Bush Shoe Co., Edgerton, Wis., **(men's dress shoes)** 270; Molokai Plantation of Dole Div., Castle and Cooke, Inc., Molokai, Hawaii **(fresh pineapples)** 200; Saco Tanning Corp., Saco, Maine **(leather)** 200; Mallard Sportswear, Inc., Glendale, N.Y. **(men's sport shirts)** 90; Galena Glove and Mitten Co., Dubuque, Iowa **(work gloves)** 8; Apeco Corp., Evanston, Ill. **(photocopy machines)** 400; Butte, Anaconda and Pacific Railway Co., Anaconda, Mont. **(copper ore concentrates)** 120; Leverenz Shoe Co., New Holstein, Wis. **(men's shoes)** 95; Rexnord, Inc., Milwaukee **(parts of rock crushers)** 55; Edru Shoe, Inc., Boyertown, Pa., **(shoes)** 60; Farmington Shoe Co., Farmington, Maine **(women's shoes)** 40; Livermore Shoe Co., Livermore, Maine **(women's shoes)** 40; Bridgewater Shoe Corp., Bridgewater, Mass. **(men's dress shoes)** 50.

Also, EXENTO, Inc., Chowchilla, Calif. **(cream of tartar and rochelle salt)** 10; RCA Corp., Woodbridge, N.J. **(electronic receiving tubes)** 8; Bryan Mfg. Co., Mayfield, Ky. **(men's custom-made suits)** 4; Allegro Shoe Corp., Little Falls, N.Y. **(women's shoes)** 325; Indian Head Shoe Co., Manchester, N.H. **(athletic footwear)** 125; B & C West, Inc., San Francisco **(macrame plant hangers)** 65; Boss Mfg. Co., Kewanee, Ill., **(work gloves and mittens)** 50; Sportswear Mfg. Co., Brooklyn **(men's suits, sport coats, pants, and vests)** 300; Abraham Eckhaus, New York **(men's tailored pants)** 15; Perry Mfg. Corp., Perryopolis, Pa. **(women's car coats and rain coats)** 80; Isbell Seafood, Inc., Port Isabel, Tex., **(shrimp fishing)** 75; and Trawler Management, Inc., Tampa, Fla. **(shrimp fishing)** 10.

Denials: The Department denied petitions for trade adjustment assistance for workers of the following companies:

Wolverine World Wide, Inc., Aguadilla, P.R. **(footwear)**; Brierwood Shoe Corp., Northern Shoe Div., Clintonville, Wis. **(footwear)**; Dana Corp., Parrish Div., Reading, Pa. **(heat treated truck side rails)** 1150; Sportables, Inc., Philadelphia **women's suits)**; Honeycomb, Inc., Philadelphia **(women's dresses)**; Lesande Shoe Corp., Inc. Haverhill, Mass. **(women's shoes)** 70; Lockheed-California Co., McAlester, Okla. **(subassemblies, parts and products for aircraft)** 45; P. J. Barash Associates, Inc., Camden, N.J. **(women's dresses)** 3; Crescent Machine and Nipple Co., Allegan, Mich. **(pipe nipples)**; J. H. Rutter-Rex Mfg. Co., Inc., New Orleans **(work pants, work shirts)**; E. W. Bohren Transport, Inc., Woodburn, Ind. **(transportation services)**; General Signal Corp., Marsh Instruments Div., Skokie, Ill., **(fittings, valves, couplings, etc.)**.

Also, Bern Industries, Inc., Brooklyn **(fittings, valves, couplings, etc.)**; Rockwell International, Reading, Pa., **(reconditioning of machinery)** 570, and **(circular knitting machinery for hosiery)** 65; J. Bass and Co., West Hazelton, Pa., **(printed and dyed fabrics)** 100; Brookevale Mfg. Co., Belle Vernon, Pa., **(men's suit coats and sport coats)**; Alden Shoe Co., Middleboro, Mass. **(men's orthopedic shoes)** 90; Sebastiana C., Inc., Gloucester, Mass., **(fresh fish and shrimp)** 3; American International Shoe Corp., Portsmouth, N.H. **(leather and vinyl shoe uppers)** 80, and Newport, N.H. **(leather footwear)** 35; Incopa Industries, Inc., Bristol, Tenn. **(coated fabrics)** 50; The dragger Brant, Walpole, Maine **(shrimp)** 3; VCA Nymold, Inc., Bedford Heights, Ohio **(custom injection molders)**.

Also, ITT Grinnell Corp., Warren, Ohio **(steel pipes, fittings, valves, and brass foundry products)**; Exxon Co., U.S.A., Linden, N.J. **(refined oil products)**; Milwaukee Glove Co., Marinette, Wis., **(leather gloves and outerwear)**; Apeco Corp., Evanston, Ill., **(workers sales, service and related functions of photocopy machines)**; Rexnord, Inc., Milwaukee **(rock crushers)**; Mayaguez Shoe Corp., Mayaguez, P.R. **(shoes)**; Alcan Western Products, Sheet Products Div., Riverside, California **(aluminum coil and aluminum bearing alloy coil)** 200; Vesuvius Crucible Co., Swissvale, Pa., **(stopper heads, crushers, and other graphite refractory products)** 30; Galaxy Costume Corp., New York **(women's coats and jackets)** 15.

Also, Reynolds Metals Co., San Patricio Reduction Plant, Corpus Christi, Texas **(primary aluminum)**; M. Janowitch and Sons, Mahanoy City, Pa. **(women's and misses' dresses)** 45; My Own Blouse, Inc., Philadelphia, **(women's blouses)** 10; Century Glove, Inc., Newark, N.J. **(textile work gloves)** 10; Nu-Car Carriers, Inc., and Central Jersey Repair, Edison, N.J. **(transportation service)**; ITT Corp., Hoffman Specialty Div., Indianapolis **(steam valves, temperature regulators)**; American Valve Mfg. Co., Coxsackie, N.Y. **(bronze and iron valves)**; Liberty Trucking Co., Janesville, Wis. **(transportation services)**; Standard Mfg. Co., Inc., Troy, N.Y. **(men's and boy's outerwear)** 100.

Also, F. Mazzeo and Co., Inc., New York **(tuxedos)**; E. J. Keeley Co., Butex Sanitary Wiping Rags Div., Butte, Mont. **(wiping rags)** 3; American Athletic Shoe Co., Inc., Ware, Mass. **(ice skates, athletic shoes)**; Rockwell International, Admiral Group, Shelbyville, Ind., **(television and stereo cabinets)** 250; Princess Pat, Bridgeport, Conn. **(women's swimwear)** 55; Davis Box Toe Co., Inc., Beacon, N.Y. **(box toes, shoe counters)** 10; Industrial Food Service, Inc., Pittsburgh **(vending machine services)**; and Krasno Brothers Glove and Mitten Co., Inc., Milwaukee **(leather work gloves)**.

Termination: The Department terminated, effective Dec. 31, 1976, the eligibility of workers engaged in the production of components of **nacelles,** at the Rohr Industries, Inc., plants in Chula Vista and Riverside, California, to apply for adjustment assistance. The termination affects only those workers who first became unemployed after Dec. 31. The termination was issued because the Rohr plant in Mexico, where the imports were coming from, was closed.

Investigations: The Department has recently initiated a series of investigations to determine whether workers in aproximately 359 firms across the country and in Puerto Rico are eligible to apply for adjustment assistance. Industries substantially involved are those manufacturing **clothing, shoes, and steel products.**

INTERNATIONAL TRADE COMMISSION

Section 201—Import Relief: The U.S. International Trade Commission (ITC) has recently initiated three new investigations under section 201 (the "escape clause") of the Trade Act of 1974 to determine whether the subject products are being imported in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing like or directly competitive goods. The products involved are **ferrochromium,** not containing more than 3 per cent carbon, **cast iron cooking ware,** and **fresh cut flowers.**

Hearings have been scheduled regarding cast iron cooking ware to begin on April 12 in Birmingham, Alabama, at a time and place to be announced. Requests for appearances should be filed by April 7 with the Secretary of the Commission, United States International Trade Commission Building, 701 E Street, NW., Washington, D.C. 20436. The Commission intends to expedite this investigation and report to the President by May 23, if possible.

Public hearings will be held in connection with the investigation on fresh cut flowers beginning April 19 in San Francisco and May 3 in Miami, at times and places to be announced. Requests for appearances should be filed with the Secre-

tary by noon of the fifth calendar day preceding the hearing.

Hearings have not yet been scheduled in the ferrochromium case.

Antidumping Cases: Having received advice from the Treasury Department that **clear sheet glass** from Romania is being or is likely to be sold at less than fair value, the ITC has instituted an investigation to determine whether a U.S. industry is being or is likely to be injured or prevented from being established by reason of the importation of such merchandise into the United States. If an affirmative finding of injury is made, an antidumping duty will be levied on the subject product by the Treasury Department. A public hearing in connection with the investigation will begin at 10 a.m. on March 8 in the Commision's Hearing Room, United States International Trade Commission Building, 701 E Street, NW. Washington, D.C. 20436. Requests to apear or to intervene must be filed in writing not later than noon on March 3.

Section 337—Unfair Trade Practices: An investigation has been initiated by the Commission into alleged unfair practices in the importation or sale of certain **welded stainless steel pipe and tube** in the form of sales at "unreasonably low prices." The complainants allege that the effect or tendency of the unfair acts is to destroy or injure a domestic industry or to restrain or monopolize trade and commerce in the United States.

Textile Classification: The Commission has instituted an investigation, in response to a request by President Ford, to determine the probable domestic impact of changing from the current "chief value" method of classifying **textile** imports for duty purposes to a method by which textiles would be classified according to the fiber constituting their "chief weight." Public hearings in connection with the investigation will be held in Charlotte, N.C. on April 26, New York City on May 10, Los Angeles on May 24, and Washington, D.C. on June 7. Requests to appear must be received by the ITC Secretary at his Washington Office no later than noon of the fifth calendar day preceding the hearing. Written statements, to be assured of Commission consideration, should be submitted to the ITC Secretary at the earliest practicable date but not later than June 17.

INTERNATIONAL

Foreign Antidumping Actions: The United Kingdom's Department of Trade has acepted a complaint alleging that **printed circuit board drills** from the United States are being sold below the fair market price and that such sales are causing material injury to a U.K. industry.

In Canada, a finding was announced that sales at less than fair value of **pipeline steam controls** produced by Sarco Co., Inc., of Allentown, Pennsylvania are not causing material injury to production in Canada of like goods. As a result, no dumping duties will be assessed. Also, a 1971 finding of dumping of **single-use syringes** originating in the United States was rescinded by the Canadian Antidumping tribunal. The recission was based in part upon price assurances given by the U.S. company involved.

In addition, an investigation has been initiated under the Canadian antidumping law following allegations of injurious dumping into Canada of certain **forced warm air furnaces,** used in mobile homes and similar structures, produced by or on behalf of Intertherm, Inc., of St. Louis, Missouri. In another Canadian action, the scope of the investigation into alleged dumping of **acrylic sheet** has been expanded to include finished products cut to shape, such as **chairmats.**

Foreign Safeguard Actions: The Government of Finland, has announced imposition of a six-month import surcharge on **women's panty hose.** The surcharge, instituted pursuant to Article XIX of the GATT, is based on a minimum import price and is being assessed because of a late 1976 increase in low priced imports.

In addition, the Government of Australia has announced that quota limitations recently imposed on **files and rasps** will continue in existence for another six months, ending June 30, pending completion of an inquiry by the Industries Assistance Commission into long-term assistance needs.

Further, two restrictive actions, taken under GATT, Article XIX, have recently been terminated. Canadian restrictions on imports of fresh, chilled, and frozen **beef and veal,** announced on Nov. 8 as emergency actions, were terminated as of Dec. 31, and the same products have been removed from individual import permit control. The second termination was announced by the Government of Australia. The Australian quantitative restrictions which applied to the importation of completely assembled passenger motor vehicles were terminated as of Dec. 8.

Small Firms To Be Focus At Chicago Trade Meeting

The new dynamics of the world marketplace and its increased profitability particularly for small and medium-sized firms will be a major subject of the 40th Chicago World Trade Conference, to be held on March 31-April 1 at the Hyatt Regency Chicago Hotel, sponsored jointly by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

John A. MacDonald, chairman of the board and president of Export Development Corporation, Ottawa, Ontario; Daniel Minchew, Chairman of the U.S. International Trade Commission, Washington; and Swen Herbert Stone, president of Stone Hydraulic Industries, Inc., Rockford, Ill., will be among those treating this subject.

Other conference sessions will deal with international finance and capital formation and regulation of international business.

For information on the conference, contact Chicago World Trade Conference, 130 South Michigan Ave., Chicago, Ill. 60603; telephone 312-786-0111.

Baghdad Fair Not Open To U.S. Firms; Subsidiaries Exhibiting

Listing of the Baghdad International Fair in *Commerce America's* world trade fair schedule Dec. 20 has generated numerous inquiries from U.S. firms and overseas affiliates concerning participation. U.S. firms have not been invited to participate in previous years and so far have not been invited to this year's fair, scheduled Oct. 1-15. Some U.S.-based firms, however, have exhibited products manufactured by their foreign subsidiaries in the pavilions of other countries.

EEC Antidumping Action Is Second In Nine Years

The European Economic Community announced Feb. 7 its decision to impose an antidumping duty of 20 percent on most imports of Japanese ball and roller bearings, in addition to the normal duty of 9 percent. This action resulted from an investigation instituted in November in accordance with the EEC's antidumping regulation. The antidumping duty is provisional, i.e., it will be applicable for a three-month period, during which the investigation will continue.

The preliminary investigation, which was based on complaints from British, German and French manufacturers, indicated that Japanese prices were sometimes 30 percent lower than Japanese domestic prices. European production of bearings declined 10 percent between 1974 and 1976 in the regions most affected.

Although the EEC antidumping regulation dates from 1968, this is only the second time antidumping duties have been imposed. In November 1976 an antidumping duty of 15 percent was levied on chains for bicycles and motor cycles from Taiwan. Heretofore, dumping complaints had been settled through informal negotiations. Where the complainant's case was convincing, these negotiations usually resulted in a voluntary price increase by the exporter without need for other intervention.

NEW LOOK IN PORTUGAL: POSITIVE RESPONSE SEEN FROM ECONOMIC STIMULI

Despite heavy burdens, the Portuguese economy nas begun to show signs of recovery. The government acknowledges that it must move decisively to absorb the large number of unemployed, to stimulate private investment and to correct the nation's external imbalance. The 1977 budget is a major step in that direction, and the economy seems to be responding positively. The GDP apparently registered significant expansion in 1976 and foreign companies are showing increasing interest in investing in Portugal. Even though the nation still faces awesome difficulties, at least it appears to have begun the arduous climb toward economic recovery.

Any examination of Portugal's economy must hark back to the 1960's. There was rapid growth, but the economy retained many structural problems. It suffered from regional and sectoral disparities, excessive dependence on the colonies, a high degree of tariff protection, and inadequate transport and distribution channels. A heavy chronic trade deficit was covered by rapidly growing emigrant remittances and tourism revenues.

The 1973 energy crisis, the subsequent worldwide recession, and Portugal's 1974 revolution exacerbated the country's problems. GNP stagnated in 1974, then declined in 1975. The balance of payments, which turned negative in 1974, showed a deficit of about $1.1 billion in both 1975 and 1976. Exports fell, while import value grew due to increased internal consumption and higher prices, particularly for oil imports. Meanwhile, emigrant remittances leveled off and tourism receipts dropped sharply. The rate of inflation has remained at double-digit levels and unemployment has grown to at least 15 percent of the work force. At the same time, Portuguese workers, who had been the lowest paid in Western Europe, have received large wage increases since the revolution.

During the height of the leftist political influence in 1975, the government nationalized much of the country's industry. The State now owns an estimated 55 percent of the nation's industrial capital and employs 25 percent of industrial workers. The government has also intervened in several hundred companies, which reportedly employ almost 10 percent of the country's work force. A number of other firms are under employee management. The government has pledged to seek permanent solutions for these companies, which may include return to the original owners. A number of firms which were indirectly nationalized—through nationalization of the holding companies—may be returned to the private sector.

Although the government has intervened in a few foreign companies when no alternatives seemed feasible, it has carefully avoided nationalizing foreign capital. In the spring of 1976 it promulgated a Foreign Investment Code and reemphasized its desire to attract foreign investment. At $200-250 million, the United States holds third place among foreign investors.

The government is intent on reestablishing basic economic equilibrium. It has prepared legislation designed to limit labor powers and to define areas open to private initiative. It has allowed extensive price rises in order to improve the financial position of companies and to stimulate output. In its 1977 budget, the government has moved toward reducing the deficit while giving priority to productive investment. It has reduced growth in the money supply, while restricting credit. The government is trying to revive private investor confidence by reopening the stock exchange and by setting terms to compensate the previous owners of nationalized property.

Through this period of economic difficulty, the government has received extensive help from the United States and Western Europe. The United States has given over $200 million in grants and loans, the European Community provided some $180 million for project loans, and EFTA established a $100 million credit. Various European financial institutions have also rendered extensive balance of payments assistance. The IBRD has begun an extensive project loan program in Portugal.

Portugal is seen as emerging from a 30-month period of political and economic uncertainty. This year could mark the beginning of economic recovery and provide favorable opportunities for U.S. exporters and investors. The U.S. Embassy in Lisbon believes that the economic revitalization of that nation has important implications for American business, and has prepared the articles on this and following pages in order to keep COMMERCE AMERICA *readers abreast of recent developments there. For further information about specific projects listed here or opportunities in general, contact Ken Nichols on the Portugal Country Desk, Room 4211, U.S. Department of Commerce, Washington, D.C. 20230.*

Heavy Government Investment Spurs Business Opportunities

The Portuguese Government is expected to take the lead in stimulating the economy by making heavy investments in energy, transportation, industry, mining, agriculture, fishing, housing and public works. This should result in substantial opportunities for American exports and investment.

Those product categories where U.S. prospects appear most favorable are:

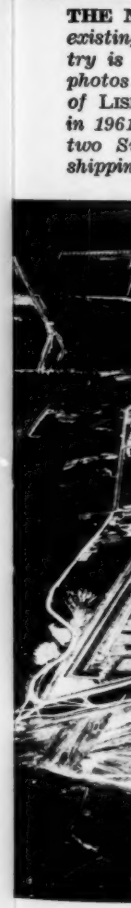
Building, Construction and Mining Supplies and Equipment: The government has created a Ministry of Housing, Urbanization and Construction in order to stimulate the depressed construction sector. A program for the building of 65-75,000 houses has been announced and the provisional five-year investment plan calls for $6 billion in investment in such other sectors as irrigation, heavy industry, energy, transportation, public works and mining. All of these projects will provide opportunities for the sale of large earthmoving and other construction equipment.

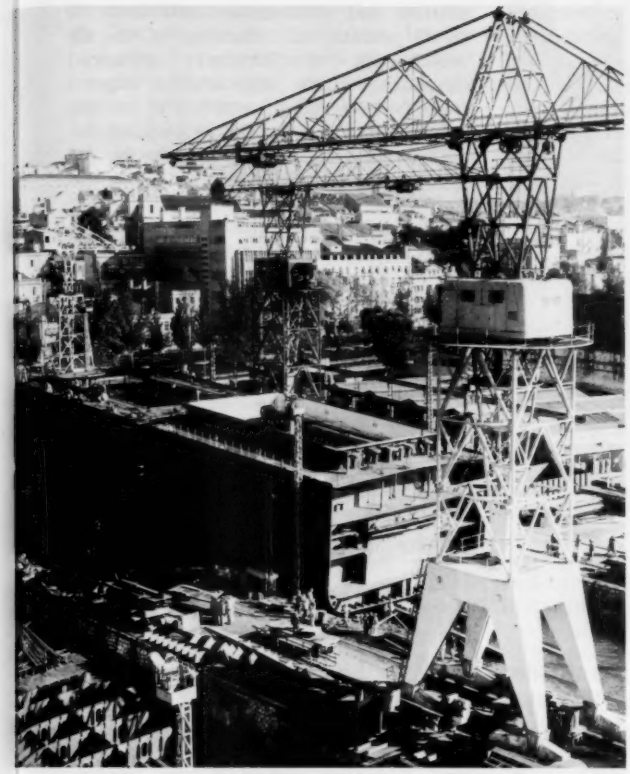
Energy: Projected annual increases of 10 to 12 percent in demand for energy for the rest of the decade have led the government to budget heavy investments for electrical generation systems. This increased generation will come from hydro, thermal and nuclear sources. Total investments will be over $2.3 billion for the next ten years. The most significant opportunity for U.S. suppliers will be in the planned construction of a 600-700MW nuclear reactor.

Petrochemical Projects, Technology and Equipment: Many of these opportunities are mentioned in the adjoining article on the Sines complex. In addition, a petrochemical complex is planned in Oporto, comprising a unit for BTX-solvents and units for production of caprolactam, nylon yarn, terephthalic acid, and polyester fiber and yarn.

Metalworking and Finishing Equipment: Significant changes are taking place in Portugal's principal metalworking sectors. As large investment projects get started, demand will grow at a fast pace for fabricated metal forms and structures. Local production of metalworking machinery is expected to increase from its presently small share of total demand, but not enough to satisfy the market.

Food Processing and Packaging Equipment: The need to upgrade the standard of living in Portugal's rural areas and the desire to decrease national dependence on food imports have led the government to emphasize development of the agricultural and fishing sectors. New processing and storage equipment will be critical to the success of these plans. Large investments are expected over the





THE NEW PORTUGAL—*A program to update technology at existing projects is under way at the same time that the country is moving forward with new plans for development. The photos above show the modernization and expansion program of* LISNAVE, *the giant ship repair yard near Lisbon founded in 1961 by an association of two Portuguese, three Dutch and two Swedish shipyards, with the cooperation of Portuguese shipping lines and banks. Upper left, two new blocks shown being assembled on the slipway at* LISNAVE'S *North Yard, which can handle work ranging from prefabrication of sections required for repairs to new component manufacture. Upper right, one of new "dockarms" at the South Yard that permit faster and more practical full surface treatment. Aerial views below depict key elements of the developing Sines complex, which is described in an article on page 31. Below left, the Petrogal refinery; below right, a view of the port and village.*

next several years in a sugar beet complex, cold storage network, production of meat and dairy products, fruit and vegetable canning facilities, and modernization of the fish processing industry.

Railway (Including Subway) Equipment: The government has designed an extensive investment program to develop a transportation network adequate for long-term economic and social development. The program concentrates on rail transport and includes plans to expand the Lisbon subway system. Over $1 billion in total investment is budgeted over the next four years. It is estimated that about 20 percent of track accessory equipment and other equipment, and about 50 percent of locomotive and self-propelled electric and diesel coaches, will be imported.

Health Care Industry Instrumentation and Equipment: As part of its overall program of improved social services, the government has stressed the importance of providing expanded health facilities and services. In addition to remodeling and expanding existing facilities, the government is studying the possibility of construction of four small clinics, eight hospitals and an auditorium in the National School of Public Health, and the acquisition of equipment for a national rehabilitation center.

Competition for these markets

Major competition to U.S. exporters will come from Japan, Germany, France, the United Kingdom, and other West European suppliers. In addition, the countries of Eastern Europe are making concentrated efforts to penetrate the Portuguese market, especially in metalworking, health, and construction equipment and machinery. While EEC countries have had a significant tariff advantage on many products imported into Portugal, there is now an intergovernmental mechanism to allow discussion of a reduction of duties which place U.S. exports at a clear disadvantage.

Export financing is of course a major factor in selling to Portugal. The serious balance of payments problem has forced Portugal to conserve foreign exchange as much as possible. A recently passed government regulation establishes limits on domestic credit availability for financing imports. These limits are not completely inflexible, but are to be determinant unless exceptions are obtained from the Bank of Portugal.

The government has repeatedly stated its desire to attract more foreign investment into Portugal. The Constitution and the Foreign Investment Code, which was published in April 1976, allows foreign investments in all sectors except those related to defense activities and to public services, monetary and financial institutions, insurance, advertising and news media, and the basic industrial sectors which have been nationalized (steel, cement, etc.).

Among provisions of the Code are guarantees for the protection and security of rights and property; compensation in case of expropriation because of public utility; guarantees of official authorization for annual transfers of profits up to a maximum of 12 percent of capital (20 percent for firms exporting more than 50 percent of annual production); provision for granting investment incentives; access to a volume of short-term internal credit related to degree of foreign participation; and establishment of a Foreign Investment Institute.

The government currently is revising the investment code and establishing the Institute. It expects to complete both tasks early this year. In addition, it is discussing with the U.S. Overseas Private Investment Corporation resumption of the OPIC insurance program in Portugal. The program would insure against risks of exchange inconvertibility and expropriation.

Increased Imbalance Features U.S.-Portugal Trading History

The most salient feature of U.S./Portuguese trade over the last 15 years has been its increased imbalance. In 1960 Portuguese exports to the United States equaled 92 percent of Portuguese imports from the United States; by 1975 this figure fell to 29 percent. Over that 15-year period, U.S. exports to Portugal increased at approximately 18 percent annually while U.S. imports grew by about 8 percent. The U.S. share of Portugal's total imports rose from 7.4 percent in 1960 to 12.5 percent in 1975, while our share of their exports declined from 11.3 to 7.3 percent in those years.

The largest increase in U.S. exports has been in agricultural products. Cereals alone accounted for more than 50 percent of the increase. Internal problems and the West European drought combined negative forces in 1976 to give Portugal bad news at harvest time, so it is likely this year that the small country which already imported half the food it consumed will have to buy more abroad. Consequently, the prospects for U.S. sales of agricultural commodities are bright this year.

Textiles, clothing and some electrical instruments and machinery have declined in relative terms. Part of the decline in these sectors is attributable to Portugal's entry into EFTA and commercial agreement with the Common Market.

Major Portuguese exports to the United States are textiles and clothing, agricultural products, cork articles, shoes, electrical machinery and appliances, and boilers and auxiliary machinery. During the 15 years the share of textiles and clothing declined from 45 to 25 percent, an indication of the diversification of Portugal's industrial structure. While agricultural exports continue to account for about 20 percent of the total, the portion accounted for by wine has increased significantly and offset reductions in exports of fish and cork. The big increase since 1960 has been in electrical machinery and appliances and transportation equipment, which rose from near zero in 1960 to more than 15 percent of the total in 1974.

Country Plans Big Projects Requiring International Input

Portugal is planning a number of major projects over the next two to three years in which there are opportunities for U.S. business. Further information is available from Department of Commerce international trade specialists. Projects include:

- A bus assembly plant which will provide more than 2,100 buses over the 1977-80 period to upgrade the country's bus lines. This project involves standardization of the fleet and use of locally-produced parts and accessories, whenever possible.
- Establishment of a plant for production of trucks with capacities of 3.5-7 tons, 7-14 tons, and 14-38 tons. Production for the local market over the 1977-80 period is estimated at 9,100, 3,700 and 6,150 units, respectively.
- Extension of Lisbon's subway network will expand the existing lines (11.4 kilometers) by 19 kilometers. The stations will include four new segments served by 21 new stations. Start of the first phase has just been announced. Total cost is estimated at U.S. $250 million, and imported equipment will total about 20 percent.
- A new railroad bridge will be constructed over the Douro River at Oporto. Total cost is estimated to be $20 million.
- The national railway system track network will be expanded and upgraded at a total cost of $177 million over the next three years. Modernization of passenger and cargo transport equipment will cost, over the same period, about $179 million, and includes locomotives, electric self-propelled coaches, and passenger and freight cars.
- The government is planning to purchase the following ships which will be built in Portuguese shipyards; much of the equipment for outfitting will be imported: a) Three 150,000 dead weight ton (dwt) multi-purpose vessels which will be built by Viana do Castelo Shipyards, for completion in 1979. Estimated cost is $11.7-$13.3 million. b) Two 10,250 dwt coasters for carrying of refined oil products which will be used in the islands of Madeira and Azores. Cost is estimated at $18.6 million. c) Two 3,000

dwt container ships, each with capacity for 150 containers. Completion by the Viana do Castelo Shipyards is scheduled for 1979. Total cost estimated at $10 million. d) Two 316,000 dwt tankers designed to serve Sines Refinery. Delivery scheduled for 1977 and 1978. Total investment about $106 million. e) Six cereal carrying ships with total cost of $57 million. Details as follows: Three 33,000 dwt ships which will be built by Portugal's Setenave shipyards; two second-hand 15/18,000 dwt ships to be purchased in the international market; and one 3,000 dwt ship to be built by Viana do Castelo or other Portuguese shipyard.

- A 2,100-meter long pier will be constructed at the Viana do Castelo Port in northern Portugal. This port expansion, which will cost approximately $15 million, will permit the annual handling of 1 million tons of cargo. U.S. firms can compete for the supply of port equipment, especially cranes.
- Design and specifications for expansion of the National Steel Mill near Lisbon are being prepared. In addition, the government has recently authorized construction of a new mill at Sines. Total cost is over $1 billion.
- The government is planning development of the Aljustrel pyrite deposits located about 50 miles from Sines. Total deposits are estimated at 240 million tons and expected to last 50 years under present exploitation plans. Costs for 1977-78 are estimated at $30 million, and bids will be opened in late 1977 for supply of technology and equipment.
- The Crestuma Dam, budgeted at $125 million, will be built on the Douro River near Oporto to supply energy generation and irrigation. The bidding process is expected to be opened at the end of 1977.
- The government will solicit bids at the end of March for construction of the $306 million Alqueva Dam over the Guadiana River in Southern Portugal. This complex will supply energy to Sines and water for irrigation of large, now uncultivated areas of the Alentejo.
- Establishment of four sugar beet mills to be built by 1986. The first, which will have annual capacity of 2,800 tons per year of cane, is scheduled to be operative by 1979. Total cost may be over $100 million.
- Provisional government plans call for construction of four nuclear reactors. The first would produce 660 megawatts of electricity and cost more than $500 million. An estimated 50 percent of cost will be for imported goods and services.
- Installation of additional thermal generation capacity at Setubal, just south of Lisbon. Foreign-sourced equipment may be around $20 million between 1977 and 1980.

ANOTHER OF PORTUGAL'S ATTRACTIONS—*Many tourists choose Portugal for the opportunity to absorb a unique culture, meet new people, or indulge in a favorite sport, all at prices that are still moderate, but the lovely beaches also contribute importantly to making tourism one of the country's significant industries. Above, a view of Albufeira Beach on the Algarve coast, a year-round vacation destination.*

- Installation of new hydro-generation capacity totaling 390 megawatts per year, at Rio Cavado. Scheduled to be completed by 1982; total investment will be $100 million.

Development Of Sines Area Gets Top Priority In Portugal

Development of the Sines area is perhaps the most important enterprise now under way in Portugal. Sines is a small fishing village located not far from Lisbon on the southwest coast of Portugal, which serves the large "hinterland" of the Alentejo. The physical features of the Sines cape permit the building of a deep water port at relatively low cost. The location of an industrial complex at Sines also permits the development of a new urban zone which will prevent overpopulation of the Lisbon and Oporto industrial zones.

The basic units of the industrial complex already authorized by the Portuguese Government are installation of:

- Crude oil refinery with capacity of 10 million tons/year. Already in an advanced phase of construction, it should be operational by the end of this year.
- Petrochemical complex carried out by the National Petrochemical Company (CNP), based on utilization of 300,000 tons of ethylene per year and comprising 11 downstream units.
- Heavy metal-mechanical factory to produce 800 rail wagons/year.
- Industry for processing pyrites from deposits in the Alentejo. The largest is at Aljustrel, 50 miles east of Sines, with 200 million tons of ore reserves.

In an advanced phase of study, but not yet authorized, are a fertilizer complex based on a chlorine unit and on products derived from the processing of pyrites, and a steel mill.

There are also plans for several light industry plants.

The industrial area will be served by a new and modern port which is already in an advanced stage of construction. The first phase of construction was awarded to an Italian firm, Societa Italiana per Condotte d'Acqua, in August 1973. Completion of this first phase is foreseen in 1978. In this phase the port will be equipped with:

- An oil terminal, with a depth of 150 feet, which will have an extension of approximately 1¼ miles and three different berths.
- One berth for tankers up to 130,000 dead weight tons (dwt), to be operational in October.
- One berth for tankers up to 300,000 dwt, to be operational in mid-1978.
- One berth for tankers up to 500,000 dwt, to be operational in December 1978. A relatively cheap modification in equipment can, in a second phase, easily enable this berth to receive tankers of up to 1,000,000 dwt.
- Terminal for refined products and gases able to receive ships of 45,000 dwt.
- Ore terminal with a depth of 85 feet to receive bulk carriers of 250,000 dwt.
- General cargo terminal able to receive ships 4,000-45,000 dwt.
- Modern fishing port.

The complex will be supported by a new urban center housing 60,000 inhabitants, equipped with modern living accommodations, including water and effluents treatment networks, electrical power supply, schools, health centers and a hospital, leisure activities, wildlife areas, etc. This new urban center is situated close to a beautiful lagoon, and is separated from the industrial area by a green zone. They are linked by a super highway.

IVORY COAST OFFERS ATTRACTIVE NEW MARKET FOR CONSUMER GOODS

The Ivory Coast, with a population of nearly 7 million and a Gross Domestic Product of more than $3.7 billion, offers an attractive new market for American exporters of consumer goods, reports Andrew Grossman, Commercial Attache at the U.S. Embassy in Abidjan.

Although Ivorian direct imports from the United States in the consumer goods category have been nominal to date (less than 5 percent of total imports of $82 million in 1975), recent market research by the U.S. Embassy suggests that American firms could successfully enter the field by 1) bringing their new products (particularly style goods, technically innovative appliances, gadgetry and leisure goods) to the attention of a small elite of ambitious, aggressive importers, 2) being prepared to correspond in French and to deal with the paperwork and inspection formalities required, and 3) shipping promptly and being responsive to inquiries, spare parts requests and other problems.

Ivory Coast is one of America's most important markets in terms of volume in black Africa. This West African nation has a distinctly European flair, and its urban consumers have sophisticated tastes accustomed to the latest styles from Paris and New York. A full range of consumer products appears in shop windows in Abidjan and Bouake, the leading cities; an effective distribution system brings imported necessities into the smallest market towns.

Customs duties on imported consumer goods average 60 percent; there is a value added tax of 20 percent. Ivory Coast has a favorable balance of trade and a freely convertible currency.

Advertising media are newspapers, magazines, billboards, closed circuit audio aboard buses, the telephone directory and in-store promotions. Financing of imports is through supplier credits, local branches of Ivorian, French and U.S. banks, or through the several multinational trading houses with branches in Abidjan.

In particular demand

Particular categories of consumer goods with high marketability are toys, housewares, resort wear, auto accessories, garden tools, sporting goods, cosmetics, consumer electronics, records and tapes, and canned and processed foods. Recent investments by U.S. firms in the consumer sector include dry cell batteries, jeans, pharmaceuticals, household medical/surgical products and home appliances. Imported U.S. products already doing well in the marketplace include beverages, pharmaceuticals, some food products, cosmetics and tobacco. Many stores carrying American products order them through European jobbers and wholesalers. Simple familiarization with the procedures for doing business with U.S. firms—and a request for the business by U.S. exporters—should have a favorable impact on U.S. trade in this sector.

A few case histories will illustrate the market possibilities. One large U.S. distiller with no prior sales history in Francophone West Africa called on three Ivorian distributors suggested by the U.S. Embassy's commercial section. The first firm, a dynamic, brand-conscious organization, could not accept the U.S. company's full line because of its policy of not accepting competing brands (it had signed on with a different distiller for certain products a few years earlier). The second firm approached was an old-line firm pre-dating the colonial era with a wide range of general merchandise, both food and non-food, and a somewhat relaxed attitude towards promotion and sales, preferring to offer many products without pushing any in particular. The third firm, which the U.S. company eventually signed on as exclusive distributor, had good sales connections, a favorable view towards cooperative advertising and brand promotion, and an interest in new tastes and new products.

Another U.S. firm recently started construction of a factory in Ivory Coast to manufacture bandages and allied consumer disposable sanitary products. The firm acted after its market research showed a distinct need for such products not now filled from any source.

Lastly, a leading U.S. maker of jeans just began manufacturing and selling on the local market (see picture), using U.S. styles and domestic Ivorian cotton denim. The firm plans to export a substantial portion of its output to EEC countries.

IVORIANS WELCOME U.S. PRODUCTS—*Advertising on Abidjan bus promotes products of new U.S.-owned Blue Bell Cote d'Ivoire blue jean factory. A wide range of consumer products is proving attractive to sophisticated Ivory Coast customers.*

OMAN ECONOMY ADJUSTS TO MORE ORDERLY PACE; COMPETITION INTENSIFIES

Oman's economic growth has slowed from the frenetic boom following the quadrupling of oil prices in 1974, according to the U.S. Embassy in Muscat.

Petroleum production in the Arabian Peninsula nation is expected to start falling this year from the 1976 average of 368,000 barrels a day. The Oman Government is encouraging a large exploration program in Dhofar and hopes that offshore discoveries will help compensate for declining production in the north. Government efforts to move from sole reliance on crude oil into areas such as minerals, agriculture and manufacturing include plans for a medium-sized copper industry based on local deposits and development of a sizable fishing industry. A $90 million pipeline project to transport natural gas from the interior to the capital area will substantially assist industrial development.

The government in 1976 strengthened its system of budgeting and maintained firm controls on public spending. The Central Bank of Oman placed commercial banking in a more orderly framework. A Five-Year Plan emphasizing revenue-generating projects and regional development was initiated. While government spending remains the main impetus of economic growth, the government

seeks to stimulate investment by private companies to compensate for a decline in its own infrastructure projects.

U.S. commercial exports to Oman in 1976 leveled off after multiplying eight times between 1973 and 1975, largely because of high shipping costs, the entrenched position of British firms, and increasingly stiff German, French and Japanese competition. Nevertheless, Omani firms as well as the government continue to desire what they regard as reliable and high quality American technology. U.S. exports in 1975 mainly consisted of cast iron pipe, light aircraft, automobiles, air-conditioners, electrical equipment, and agricultural and construction machinery.

There is rising demand for American foodstuffs, and A&P has signed a contract with a leading Omani merchant family to provide management services and products to a large supermarket in Oman's capital area.

American firms exporting to Oman usually must obtain the services of an Omani firm or agent, although certain types of consumer goods are often ordered directly from a manufacturer. Smaller, newly-established trading firms are often quicker in seeking U.S. products than the larger firms more oriented toward European suppliers. Attractive financing for capital goods is often very important, since Germany, France, and other European countries offer favorable terms.

The majority of American firms with subsidiaries in Oman are concentrated in the petroleum and minerals sectors. Sun Oil and Quintana, Williams Brothers International, Ray Geophysical, Sedco, and a number of other firms are involved in pipeline drilling or seismic exploration. Marshall Exploration of Houston is the majority owner of both Quintana and Prospection Ltd. Tetra Tech plays a key role in advising the Ministry of Agriculture, Fisheries, Minerals and Petroleum on utilization of Oman's hydrocarbon and water resources. In addition to the Oman Government, independent oil firms such as ELF are eager to obtain major American oil firms as partners in exploration.

American expertise is also helping to develop Oman's infrastructure despite stiff competition from British, German, Cypriot and Lebanese firms. Pan American Airways now manages Seeb Airport and will manage a new civil airport in Salalah as well. Pan Am will also provide design and supervision of a flight information complex near Seeb Airport and will oversee purchasing and installation of navigational aids. The Federal Aviation Administration is providing personnel licensing, communications, and airport planning assistance to the Oman Directorate General of Civil Aviation. Louis Berger of East Orange, N.J., advises the government on road construction and maintenance; and a Maryland-based firm, Grove International, has started work on a $70 million contract to build a road from the capital area to an isolated region south of Muscat. American construction firms may find ample opportunities in the substantial commercial and residential construction planned in Ruwi in the next few years.

Turnkey projects are out

A significant obstacle for American firms seeking projects is that the Tender Board is reluctant to award projects to firms not already represented in Oman. American firms already stationed in the Gulf would probably be able to bid for Omani contracts more easily than firms new to the Middle East. In any event, there will not be many big projects during the next few years, and it will probably be best for contractors to provide financing for their own projects in order to win jobs. Turnkey projects are no longer acceptable, as the Omanis expect foreign companies to contribute capital and management expertise and maintain an outgoing relationship with the project after initial construction. Oman's tight budget position in some cases has slowed payment to contractors.

On Sept. 9, the Oman Government signed an agreement authorizing operations of the Overseas Private Investment Corporation in Oman. OPIC is now able to provide insurance for American investors and contractors operating there. There has been little American or other foreign direct investment in Oman so far outside of the petroleum sector, despite a laissez-faire Oman Government policy.

Another fruitful area for American firms is financial services. Citibank has been established in Muscat since August 1975 and plans to open a branch in Salalah. Chemical Bank has a management contract with the Bank of Oman, Bahrain and Kuwait. The American accounting firm of Arthur Andersen is advising the Directorate General of Finance and the Ministry of Defense on budgeting and cost controls, while other American accounting firms are servicing private Omani companies.

Calendar For World Traders

March 3—Memphis — Cargo Protection Workshop, Monte's Restaurant. Sponsors: Mid-South Exporters Roundtable and Commerce District Office.

March 3—St. Louis—Seminar on Meeting Foreign Specifications and Standards, Equitable Bldg. Speaker: John H. Steuber Jr., Int'l Sales Manager, Interface Technology, Inc. Information: Commerce District Office, Paul Bergman, 314-425-3303.

March 7-8—New York—World Trade Institute seminar: Legal and Tax Aspects of Doing Business in Western Europe.

March 7-11—New York—American Management Associations presents four special briefings: March 7-8, Mexico Under its New President; March 9, Chile—New Business Opportunities; March 10, Brazil Update; March 11, Argentina—Outlook for U.S. Business.

March 8—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn Brownsboro Northeast.

March 9—New York—FCIB Book Exporters Credit Group luncheon meeting, Summit Hotel.

March 10 — Louisville — International Credit and Finance Assn. meeting, Rodeway Inn.

March 15-16—Houston — Third Annual Houston World Trade Conference, World Trade Club. Theme: Tremendous Opportunities in the Middle East—Fact or Fiction? Sponsor: Houston World Trade Assn., with Middle East Institute and Probe International.

March 16—Milwaukee—Market Research Abroad workshop for exporters, with advisors from industry and the Commerce Department. Reservations: 414-224-3473.

March 16—Boston — International Business Center of New England seminar on Transportation and Distribution—Middle East, Far East, Latin America. Place: Marriott Motor Hotel, Newton. Information: 617-542-0426.

March 16-17—Los Angeles—Export seminar, Bonaventure Hotel. Sponsor: Foreign Trade Assn. of California, 213-627-0634.

March 17—Chicago — Overseas Automotive Club will hold its 46th annual reception and banquet during 1977 IASI Show, Sheraton-Chicago.

March 17—New York — FCIB Drug, Chemical & Food Export Club luncheon meeting, Summit Hotel.

March 23—Boston — International Business Center of New England Trade Winds Roundtable and dinner meeting on Canada, Ramada Inn. Information: 617-542-0426.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, visits by foreign buyers and officials, and major construction and expansion projects.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

LIBERIA—Firm seeks U.S. joint venture partner with equity participation for construction of **16-unit residential complex** in capital city. American Embassy has supplied Letter of Intent to occupy units upon completion under long-term lease. Total estimated cost $1.2 million. Firm headed by young man with formal training in England and United States in construction technology, drafting and architecture, currently employed by Liberian Ministry of Public Works. Additional information: Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77154. OPIC.

JAPAN—Techno '77 Tokyo, international licensing and joint venture show, to be held Nov. 15-19. Will be third Techno fair sponsored by Japan Industrial News. U.S. companies interested in marketing technology in Japan may be interested in participating. For details write: Techno '77 Tokyo, Executive Office, The Nihon Kogyo Shimbun (The Japan Industrial Daily News), 7-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo 100. Telephone: 03-231-7111, Telex: J-22235. P-77117.

UNITED KINGDOM—Established company seeks license to produce **educational hardware, educational films and software, audio-visual equipment and language learning equipment.** Currently produces related items, employs 65 and 12 salesmen. Exports to North America, Europe and Africa. M. Welham, Group Dir., ESL Bristol Ltd., 470 Green Lane, London N13 5XF. P-77118.

VENEZUELA — Recently established company interested in joint venture with American suppliers of **pollution control equipment.** Has excellent contacts with local government. Seeks technical know-how. Dr. Jorge A. Partidas, Mgr., C. A. Ambieco, Apartado Postal 5108, Caracas. Telephone: 92 71 11, Telex: 25528. P-77119. OPIC.

0900, 2041, 2082, 2091, 1629—NIGERIA—Company interested in joint ventures with U.S. firms in following fields: **flour mills, brewery, fishing and fish processing, harbor development.** Union General Trading Co. Ltd., 95, Oghene Rd., P.O. Box 339, Sapele, Bendel State. P-77121.

1521, 3272, 3448, 6552—EGYPT—Seeks collaboration with U.S. firms for two projects: (1) Development of 4,000 square meters of land located on Cairo-Alexandria highway close to Alexandria by installing **prefabricated warehouses** and by establishing **prefabricated housing plant** to supply local market; (2) Development of 40-acre site on Mediterranean Coast near Alexandria into **summer resort** by installing 500 villas. Prepared to furnish land, labor and part of investment capital in U.S. dollars, while U.S. partner expected to supply design and technology and part of capital. Ahmed Said, Pres., Universal Trading & Supply Co., 5, Orabi Sq., Alexandria. P-77120. OPIC.

2033, 2041, 7011, 3315—NIGERIA—Borno State Government seeks U.S. investors for establishment of **200-bed hotel, vegetable processing plant, feed and flour mills, electrical wire and cable factory.** U.S. partner would be offered 40 percent equity participation. Alhaji Mala Alamai, Perm. Sec. for Industry, Trade and Cooperatives, Maiduguri, Borno State. P-77122.

2051—GERMANY — Joint venture arrangement desired to produce **spray and freeze-dried powdered products for baking industry.** Also interested in applying technology in other areas such as chemicals. Packaging facilities available for large quantities as well as household sizes. Founded 1892, employs 280. Produces all kinds of milk products, baking mixes and other pulverized products for food industry. Copy of brochure available on loan basis from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77123.

2082, 2341, 7011—NIGERIA—Seeks U.S. joint venture partners for **brewery, cement manufacture, hotel development.** Vinco and Mike (Nig.) Ltd., 52, Wire Rd., P.O. Box 570, Benin City, Bendel State. P-77124.

2394—BRAZIL — Large domestic manufacturer of **tents, sleeping bags, back packs, beach awnings, bicycle bags,** seeks investment partner. Well established, 160 employee company with over 25 percent market share wants partner willing to invest capital, know-how. Experienced management to stay. Opportunity for growth in Brazilian market and for export. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77138. OPIC.

2452—CANADA—Seeks licensing agreement to manufacture **wood-related product** to augment current product line. Firm produces mobile home additions, storage sheds, snowmobile garages, ice fish huts, and prefabricated garages, cottages and guest houses. Present sales territory includes Ontario and Quebec, and prepared to consider expansion into eastern or western Canada. J. A. Watkin, Sec.-Treas., Foymont Industries Ltd., P.O. Box 53, R.R. #2, Eganville, Ontario KOJ 1TO. WTDR. P-77125.

2500—BRAZIL—Group seeks 50 percent equity, management and technical assistance to expand **furniture manufacturing project.** Plant in Montes Claros under construction. Approved by Superintendency for Development of Northeast of Brazil, will receive several fiscal incentives. All types of furniture considered. Dr. Lucio Marcos Bemquerer, Pres., Movex S.A.—Moveis, Industria, Comercio, Exportacao, Rua Tomaz Gonzaga, 695, 30.000 Belo Horizonte, MG. P-77126. OPIC.

2819—MALAYSIA—Seeks U.S. technical know-how to produce **zinc chloride and zinc ammonium chloride** for domestic and export sales. Collaboration may be licensing, joint venture or turn-key arrangement. Established 1972, annual sales about $1.6 million. Has a joint venture agreement with Lysaght Durham Chemical Co. of Australia under which producing 150 tons zinc oxide per month. Malaysia offers various incentives to attract foreign investment. Mohd. Noor

Nordin, Gen. Mgr., United Lysaght Sdn. Bhd., P.O. Box 52, Batutiga Industrial Estate, Shah Alam, Selangor. WTDR. P-77127. OPIC.

2821—JAPAN—Seeks exclusive licensing rights in Japan to produce **water-soluble, acrylic resins** capable of adding more gloss and quicker drying properties to acrylic paint. Has six plants in Japan, employs 500, 1975 sales $80 million. Specializes in manufacturing modified resin and synthetic resins for paper and paint industries. Production equipment will be purchased from licensor if necessary. Eiji Itoh, Mgr., Operation Development Dept., Arakawa Forest Industries, Ltd., 1-21 Hirano-machi, Higashi-ku, Osaka 541. Telephone: Osaka (06) 203-3921, Telex: 5222296. P-77145.

2834—IRELAND — Seeks licenses to make products to **treat cattle, sheep and horses infected with worms and also cattle and sheep infected with fluke.** Manufactures wide range of animal health and agricultural products. N. J. O'Connor, Osmond & Son (Dublin) Ltd., Broomhill Road, Tallaght, Co. Dublin. P-77146.

2841—QATAR—Seeks joint venture partner for **production of detergents** with targeted rate of 1,000 kg. powder and 500 liters liquid per hour. Firm would like collaboration with major U.S. manufacturer who would provide technical assistance, training for locally hired labor and technical staff, assistance in procuring machinery and equipment, some raw materials, and most importantly a major brand name. Financing has been arranged. Mohamad Bin Jaber Al Thani, Minister of Municipal Affairs, P.O. Box 4643, Doha. P-77128.

2879—IRAN—Seeks joint venture with U.S. firm to produce **pesticides.** Details will be provided to interested parties. Established 1964, imports fertilizers, cables and wires, steel plates, yarns, annual sales 400 million rials. Edmond Dellal-Nejad, Gen. Mgr., M. Dellal-Nejad & Sons, 55, South Iranshahr, P.O. Box 206. Cable: TRADAGE, Telex: 212959 DLALIR. WTDR. P-77129. OPIC.

2879—IRAN—Seeks joint venture to produce **25 types of pesticides including Lindan, Diazinon, Gamma BHC, Malathion, Butachlor and Captan.** Total investment estimated to be $100 million with 60 percent owned by Iranian partner, which is 45 percent owned by Iranian Government. Registered 1974, has working capital of $130 million. Government will underwrite 50 percent of research costs and guarantee profit of 20-25 percent on investment. U.S. partner expected to contribute 16 percent of investment in equipment, services and cash. Low interest loans available for rest of the U.S. partner's share. Engineer Mohammad Shafieg, Tech. Asst. to Mng. Dir., Iran Pesticide Production Co., P.O. Box 33-188, Tehran. Telex: 212814 FDC IR. P-77147. OPIC

2879 — ISRAEL — Seeks know-how through licensing or joint venture to manufacture **pesticides for agricultural and public health use.** Willing to purchase basic chemicals from U.S. firm. Employs 30, 1976 sales $1.1 million. Affiliated with Osem Food Industries Ltd. Makes agricultural bait, insecticides and rodenticides mostly formulated in own laboratories. Raphael Oren, Mgr., Tamogan Ltd., 3 Hakhashmal St., Tel Aviv. P-77148. OPIC.

3079, 3429—AUSTRALIA — Seeks arrangement with U.S. firm covering **product range of standard components possibly in field of builders' hardware.** Will consider import, export, manufacturing under license or joint venture. Currently makes custom engineering diecast and molded plastic components for automotive, electrical and domestic appliance industries. Peter G. Harding, Industrial Advisor, New South Wales Centre, Suite 6259, Five World Trade Center, New York, N.Y. 10048. Reference D76/1440.

3079—GERMANY — Seeks licenses to produce **plastic windows, both residential and industrial types,** specifically for inside and outside PVC frames as well as plastic. Established 1956, has 350 employees, annual sales $20 million. Makes plastic element windows, facades, doors (polyester and PVC types). Herr Nachtrieb, Gen. Mgr., Dyna-Plastik-Werke, Refrather Weg 30-36, 5060 Bergisch Gladbach 2. P-77130.

3079—GERMANY — Seeks collaboration with U.S. firm to produce **plastic facades and shutters for interior or exterior installation.** Established 1930, has annual growth rate of 40 percent. Employs 150, sales $10 million per year. Herr Helge, Durette Kunststoff GmbH & Co., KG, Postfach 510, 5160 Dueren. P-77149.

3079—GERMANY — Seeks licensing or joint venture agreement to produce **injection-moulded polypropylene seats for office chairs and armchairs,** consisting of inner and outer shell. Founded 1969, employs 78, annual sales $2 million. Makes all types of chairs for offices and public buildings and exports to northern Europe. Dr. Friedrich W. Grahl, Owner/Mgr., Friedrich W. Grahl KG. Sitzmoebelfabrik, 2839 Kirchdorf/Voigtei. P-77150.

3079—JAPAN—Seeks latest U.S. technology for producing **non-polluting foam plastics and molding them into food trays and bowls** under exclusive licensing agreement for Japan. Prepared to send officials to U.S. for negotiations. Founded 1919, makes and distributes matches, employs 300, sales $5.3 million in 1975. Tetsumi Okada, Vice Pres., Daiwa Match Co. Ltd., 334 Shinzaike, Aboshi-ku, Himeji City, Hyogo Prefecture 671. Telephone: Himeji (0792) 73-1221/5, Telex: 5772187. P-77131.

3400—FRANCE — Medium-size company, specializing in manufacturing stainless steel equipment, seeks licensing arrangements to produce **anti-pollution equipment for treatment of water or effluents, heavy hydraulics, food processing equipment, etc.** Employs 170 in three plants engaged in manufacture of kitchen sinks, nuts and bolts and stainless steel machinery mainly for textile and gas industries. Presently has several licensing and reverse licensing agreements with U.S. companies. Mr. Bene. Pres., Bene & Cie, 69800 Saint Priest Mi-Plaine. P-77140.

3429—FRANCE—Manufacturer of **builders' hardware** interested in manufacturing and distributing similar products. Established 1936, employs 100. Mr. Thevenet, Mgr., Establissements Souchier 62, rue Saint Sabin. 75011 Paris. Telephone: 700-1551. P-77141.

3494—FRANCE — Firm interested in manufacturing under license and distributing in France any **fluid system for aircraft industry, i.e., hose, fittings, couplings, valves, joints, etc.** Subsidiary of U.S. company. Established 1974, employs 25. Jacques Chavonnet, Pres., Aeroquip Aerospace S.A., 14 Rue du Morvan, Silic 112, 94514 Rungis Cedex. Telex: 200 282, Telephone: 686-2230. P-77142.

3494—UNITED KINGDOM — Manufacturer and distributor of fuel valves, hydraulic couplings and electric actuators seeks license to produce any form of **industrial hydraulic equipment.** Employs 390. J. N. Moore, Sales Mgr., High Temperature Engineers Ltd., Lower Quay Rd., Fareham, Hampshire PO16 ORQ. P-77151.

3500—GERMANY — One of Germany's largest shipyards seeks licenses or similar agreements to manufacture **heavy equipment.** Employs 7,700 in plants in Bremen and Bremerhaven. Also produces steam turbines, diesel engines, heat exchangers and hydraulic equipment. In order to diversify, firm has expressed interest in producing machinery and novel marine equipment. Product interests include, but not limited to, **pressure vessels and columns for oil refineries and chemical industry, internal combustion engines, large presses, machinery for mining, oil drilling and plastics industry and shipyard equipment.** Not looking for assembly line products and primarily interested in machinery with unit weight not much less than five metric tons. Marketing activities can be carried out worldwide. Reports 1975 sales $320 million. Affiliated with Krupp. Further information from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77132.

3500—UNITED KINGDOM — Fabricator of structural steelwork and specialist in machine building and heavy equipment installations seeks licenses to manufacture **original equipment or spare parts for mechanical engineering industry.** Has high capability in providing after sales engineering service and maintenance. Has close connections with brewery, food and chemical industries. Employs 50. R. Brennan, Sales & Commercial Mgr., Tay Lyn Engineering Co., Ltd., New St., Halfway, Sheffield S19 5GH. P-77133.

3530—GERMANY — Small manufacturer of materials handling equipment, hydraulic presses and electric controls wants to expand. Seeks licenses to produce **materials handling equipment, both electric and hand powered, plus newly developed special types of equipment.** Established 1918, employs 85. Herr H. B. Koll, Phillip Schwarz, Metallwaren- u. Maschinenfabrik, 36-38 Oststrasse, 5600 Wuppertal 2. P-77143.

3560—INDIA—Major manufacturer seeks licenses to produce **pumps and valves.** Also interested in sub-contracting, joint ventures and marketing arrangements for **casting, pump components.** Presently makes pumps, valves, machine tools, castings, compressors. Has licensing agreements with major American concerns. Senior executive plans 4-week U.S. visit beginning this month. S. M. Khandekar, c/o Engineering Export Promotion Council of India, 333 Michigan Ave., Chicago, Ill. 60601. Telephone: 312-236-2162. Indian firm is Kirloskar Brothers Inc. P-77152. OPIC.

3634—UNITED KINGDOM — Manufacturer of well-known brand of **electrical pants presses** for home use seeks to expand product range. Interested in license to make personal products in clothes care field with electrical or electronic content. Presses are sold to haberdashery and department stores; exported world-

wide. Brian Gore, Marketing Dir., John Corby Ltd., 28-32 Frances Rd., Windsor SL4 3AD. P-77134.

3652—MEXICO—Manufacturer of **blank tape cassettes** seeks technical help in improving quality control. Also interested in joint venture later to expand operations. Seeks quotations from U.S. companies prepared to assist in solving quality control problems. Carlso Acuna B., Montaje Mexico, SA, Nebraska 43-402, Colonia Napoles, Mexico, 18, D. F. P-77144.

3991—NIGERIA — Joint venture desired for production of **brooms and brushes from piassava.** Uten (Nig.) Co., 1 Ikot Edong Rd., Eka Midum, P.O. Box 54, Abak, Cross River State. P-77135.

5411—SAUDI ARABIA—Building contracting firm desires U.S. company to establish chain of **supermarkets.** Assistance wanted in designing, construction, financing and management. Only capable, experienced firms considered. Fahd A. Aziz Bin Tayyash, Riyadh Tower Establishment, P.O. Box 2449, Riyadh. Telephone: 24614; Cable: TWARCO. P-77136. OPIC.

7011—SAUDI ARABIA—Contact desired with U.S. **hotel firms.** Interested in partnership and management for 5-story hotel planned in north Jidda. Site is 10,000 sq. m. Will include pool, garden and parking area. Firms willing to take equity contact Sheikh Abdullah Al-Akal, Al-Akal Establishments, P.O. Box 1587, Jidda. P-77137. OPIC.

8911—NIGERIA — Established building and civil engineering firm seeks U.S. partner to take on **projects for construction of buildings, roads and civil engineering works all over country,** especially in Ogun, Oyo, Ondo and Kwara States. U.S. partner would provide machinery & equipment for roads, construction and engineering personnel. Forty percent equity offered to U.S. firm. Official of firm will be in U.S. beginning March 5 for approximately 4 weeks. Contact Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4065. P-77153.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-2248), referring to the appropriate file number.

Joint Venture

SIC 2066—Cocoa butter refining. Dutch company. Write Doris Atkind, Trade Promotion Officer, European American Bank & Trust Co., 10 Hanover Sq., New York, N.Y. 10015 (ask for info on T.P. 1546). File 3282.

SIC 3079—Plastic doors, windows, shutters and fences. Write: Durette Kunststoff GmbH & Co. KG, Postfach 510, 5160 Dueren, West Germany. Attn: Herr Helge. File 3283.

SIC 3545—Diamond segmented circular saws used in cutting natural stone and concrete. Write Heinrich Mummenhoff, Postfach 110520, 5630 Remscheid, West Germany. File 3284.

SIC 3433—Storage heater, electric, designed principally for night-charging. Write: Dr. Stiebel Strasse, Stiebel Eltron, 3450 Holzminden, West Germany. File 3285.

Licensing

SIC 2013—Liver paste with 2-month shelf-life. Write: Roland Mouton, Commercial Mgr., A. Van Der Pluym & Zonen, P.V.B.A., Torenstraat 115, 2220 Wommelgem, Antwerpen, Belgium. Phone 031/53.96.55. Telex 34 838. File 3286.

SIC 2295—Fabric compensators, highly elastic, made of special fabric with patented synthetic material coatings and impregnations used as flexible joints in pipelines and flues, compensating for expansions and vibrations; suitable for hot air up to 1000°C and 4000 WC. Write: Kempchen & Co. GmbH, Postfach 100920, 4200 Oberhausen, West Germany. Attn: Theodor Junker-Kempchen. File 3287.

SIC 2599—Metal **stool** with plastic seat used for bench and counter work; foldable; easy storage. Write: UB-Kirchmann, Haus Rath, Rather Strasse 121, 5160 Dueren-Arnoldsweiler, West Germany. Attn: H. Kirchmann. File 3288.

SIC 2899—Concrete and mortar additives, slurries, hardeners, sealers. German company. Write: Gunter Nitsch, Mgr., Market Development, German American Chamber of Commerce Inc., 666 Fifth Ave., New York, N.Y. 10019. Telephone (212) 582-7788. File 3289.

SIC 3272—Cellular concrete building materials of which raw materials are quartz sand, cement, lime and aluminum powder under Hebel name used as roof slabs, wall bricks. Write: Hebel Gasbetonwerk GmbH, D-8080 Emmering, Fuerstenfeldbruck, West Germany. Attn: Hannes Duerichen. Telephone 08141/98230. File 3290.

SIC 3443—Special machines and apparatus such as evaporators, agitator tanks, reactors, mixers, cooling units, paddle dryers, vacuum drying chambers, and other for chemical, petrochemical, pharmaceutical, food and beverage, cellulose and paper, textile and other industries. Write: Manfred A. Lange, President, Kelzenberg & Co., Postfach 770, Valencienner Str. 66076, 5160 Dueren, West Germany. Phone 02421/6241. Telex 0833853. File 3291.

SIC 3536—Self-reel turner for lifting rolls such as large paper, textile, strip and wire where forklift is impractical. Write: Bartholomy & Co., Muensterweg 24, 5160 Dueren, West Germany. Attn: A. Schmidt. File 3292.

SIC 3559—Surface treatment and refining for aluminum, non-ferrous metal and plated steel strips; and chemical and electro-chemical treatment of strip, wire and tube. Write: Euerener Maschinenfabrik und Eisengiesserei, Postfach 547, 5160 Dueren, West Germany. Attn: H. Depiereux. File 3293.

SIC 3811—Aviation instruments; mechanical, optical and electronic precision. Write: AOA Apparatebau Gauting GmbH, Ammerseestrasse 31, D-8035 Gauting, West Germany. Attn: Hans Gunz. File 3294.

SIC 3829—Ion-exchange recirculation plants. German company. Write: Doris Atkind, Trade Promotion Officer, European American Bank & Trust Co., 10 Hanover Sq., New York, N.Y. 10015. Phone 212-437-4300 (ask for info on T.P. 1550). File 3295.

Traveling Commerce Officials Find Saudi Arabian Interest In U.S. Commercial Contacts

During recent meetings with U.S. Department of Commerce representatives in Riyadh and Jidda, several Saudi Arabian companies expressed special interest in establishing commercial contacts with U.S. firms. A description of each firm's interests and recommended point of contact follows.

Arrocken Trading and Contracting Est. would like to conclude agency agreements covering small water pumps, generating equipment, and small diameter steel and copper pipes for water distribution. Mohammad N. Al-Areefy, Chmn., P.O. Box 5289, Riyadh. Telephone 36318, ext. 205.

Bayder Trading & Contracting Est. would like to represent U.S. firms interested in Saudi maintenance and service contracts. Mohamed Al Ohali, Gen. Dir., P.O. Box 4372, Riyadh. Telephone 65065.

Al-Rugaib Est. is general contractor interested in turnkey construction projects, especially involving steel construction. Abdul Rahman Moh. Al-Rugaib, P.O. Box 803, Riyadh. Telephone 61417; cable AL-RUGAIB.

Riyadh House Est. is interested in discussing sewage and electrical installation projects with American firms. A. Aljeraisy, P.O. Box 317, Riyadh. Telex JERAISY 20113.

Shore Corp. wants to review joint venture possibilities with U.S. construction firms. S. A. Benazeer, Deputy Gen. Mgr., P.O. Box 576, Jidda. Phone 27688; telex, 40209 SHORECO SJ.

Jeddah Establishment for Trading and Contracting wishes to discuss construction of small desalination plants. Dr. Aly Moh. Aly, P.O. Box 7472, Jidda. Cable; JEFCATRADE.

U.S. firms interested in pursuing the foregoing opportunities should contact the Saudi Arabian companies directly. For additional information on doing business in the Near East, contact Bert Planagan, Business Facilitation Staff, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-4441.

Turkish Firm Seeks U.S. Help On Major Near East Projects

The Turkish firm, LIBAS Construction and Investment Co., is interested in establishing contacts with American contractors interested in cooperating on major Near East projects. LIBAS is a consortium of large Turkish construction firms, and is currently working in Libya. U.S. firms interested in pursuing discussions contact Dr. Nuri Eren, Counselor for International Relations, LIBAS, P.O. Box 448 Beyoglu, Istanbul; Cable KONSORSIYUM-IST.; Telex 22399 ARYO TR.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Paperboard containers, boxes

2654113—JAPAN—Sanitary paper carton for liquid egg, plain. Prices for 1 qt. and half qt. cartons desired. Expects to buy 50,000/mo. Prices f.o.b. or c.i.f. Kobe desired. One of largest egg distr. in W. Japan; has 3 poultry farms with half million layers & also handles feedgrains & livestock industry equip. Recommended as excellent trade contact for U.S. firms. Reply to—Kenji Uchida, Business Mgr., Uchida & Co., Ltd., 12-26 Shiragane 1-chome, Chou-ku, Fukuoka City 810. Tel (092) 522-1234.

Petroleum refining

2911611 — HAITI — Liquefied refinery gases. Jos Magnus, of French nationality, is experienced in road works, handling & transportation of containers, & car & truck repair. Wishes distribute liquefied gases as side line. Reply to—Jos Magnus, Owner, Jos Magnus, P.O. Box 185, Port-au-Prince.

Structural clay products

• **3250000—SRI LANKA**—Supply of clay graphite crucibles shape 'A' types, 300-AF 40, 200-AF 50 and 150-AF 60. Tender No. COM/TEN/77-51; bid deadline March 15. Building Materials Corp., P.O. Box 267, Colombo 12. Tender documents available from Iron & Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-2438.

Steel mill products

• **3310000—SINGAPORE**—Supply of 100 mm, 150 mm, 200 mm and 300 mm cast iron, ductile iron pipes for water department. Tender No. WE652312/76; bid deadline April 5. Public Utilities Board, Finance Department, 1st Floor, City Hall, Singapore 1. Tender documents available from above address for deposit of S$500 (about U.S. $205) refundable to those unable to comply with tender requirements.

• **3310000 — SRI LANKA** — 59,000 ft wrought iron seamless, steam pipes, black, ungalvanized, various sizes. Tender No. TQ2/77/08; bid deadline March 21. Sri Lanka State Trading Corp., 119 Wekande Road, Colombo 2. Tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-2438.

• **331000—SRI LANKA**—100 mt G.I. plain sheets, various sizes. Tender No. TQ2/77/01; bid deadline March 15. Sri Lanka State Trading Corp., 119 Wekande Road, Colombo 2. Tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-2438.

• **3310000—TAIWAN**—37 meters of carbon steel rails. Tender No. GF2-660261; bid deadline March 22. Procurement Department, Central Trust of China, 49 Wuchang St., Taipei. Tender documents available from above address.

3313111, 3313311—THAILAND — Ferromanganese, 600 tons annually. Ferrosilicon, 600 tons annually. Requests quotations. Reply to—Pong Puapongthorn, Dep. Mng. Dir., Thai Chemical Industry Co., Ltd., 613 New Road, Sam Yek, Bangkok. Tel 221-6591 and 221-6592.

Nonferrous metals, rolled & drawn

3351400, 3356000 — GERMANY — Unalloyed copper flat products (sheet, strip, plate, foil, etc.); copper-base alloy flat products (sheet, strip, plate, foil, etc.); zinc & zinc-base alloy mill shapes, sheet only, rolled; titanium zinc sheet, rolled. Quantity per year: copper products 200 m/t, zinc products approx. 4,500 m/t. Quote c.i.f. Rotterdam. Estab. 1920, employs 60. Annual sales dm 15,000,000. Financial ref: Volksbank, 4407 Emsdetten. Reply soonest to—Herr Kroll, Theodor Fricke, Eichendorffweg 10, 4402 Greven-Reckenfeld. Tel 02575-2311; telex 892296.

3353113—THAILAND—Commercial pure aluminum no. 1100 or 1050, temper h18, of following sizes: 648 x 1094 x 0.3mm.; 838 x 1372 x 0.3 mm.; 889 x 1172 x 0.3 mm.; 915 x 1252 x 0.3 mm.; 915 x 2445 x 0.3 mm.; 889 x 1172 x 0.25 mm.; 915 x 1252 x 0.25 mm.; 915 x 2445 x 0.25 mm. Intends import aluminum plates for use at own plate graining factory & for sale to other offset printers. Requests quotations. Reply to—Samutra Lertburapa, Mgr., Lertburapa Import Export Ltd. Partnership, 204/9 Surawongse Road, G.P.O. Box 239, Bangkok. CHUNGYUEN.

Nonferrous foundries

3361100, 3361200, 3444400—ZAIRE—Aluminum discs for mfg. hardware & kitchen utensils. Aluminum discs half hard, aluminum base alloy die castings except aluminum cooking utensils—dia. from 190 mm to 330 mm; thickness from 5/10 mm to 6/10 mm; quantity 26,000 units. Reheated aluminum discs—dia. 95 mm to 190 mm; thickness 6/10 mm to 7/10 mm; quantity 20,000 units; dia. 200 mm to 470 mm; thickness 9/10 mm to 30/10 mm; quantity 200,000 units. Metal sheets half hard on roll, 1 meter large; quantity 3,500 pieces. Private firm, largest mfr. in Zaire of general hardware & kitchen utensils. Following are conditions for doing business with U.S. firms—purity 99.5 percent quality mill finish, reheated or half hard; utilization—discs are processed mainly on lathes; proforma invoice should mention separately f.o.b. price & ocean freight from U.S. port to port of Matadi in Zaire, insurance will be contracted by Sontral with Sonas, natl. insurance co. of Zaire;

TOP Bulletin

A recently established activity of the Commerce Department Trade Opportunities Program, the "TOP Bulletin —An Advisory Service," is designed to assist U.S. exporters and export service organizations.

The Bulletin provides a weekly compilation and index of all trade opportunities processed in the Commerce program. It is offered on an annual subscription basis, at a fee of $100 per year, through the Commerce District Offices.

The Bulletin supplements, rather than replaces, the TOP Notice Service, under which subscribers receive trade opportunities in the specific industrial, commodity or service field of direct interest to them. It is aimed at manufacturers with a wide range of goods or services that desire a consolidated export trade lead source; at export management firms that handle a large variety of products or services; at banks, port authorities, chambers of commerce and other trade development agencies interested in international business information; and at export service organizations, such as shippers, freight forwarders, and engineering and consulting firms.

The trade opportunities generated by Commercial Officers at U.S. Embassies and Consulates around the world thus reach U.S. enterprises in four ways; through the TOP Notice Service, in the pages of *Commerce America* and *Commerce Business Daily*, and in the TOP Bulletin.

packing in wooden boxes of approx. 500 kg; payment by irrevocable L/C at 90 or 180 days guaranteed by Banque du Zaire. Willing to pay interest on any extension of 180 day L/C; submit partial quotation if not possible to make quotation for whole shipment; if above specs cannot be met, IPS requests interested U.S. firms make quotation for nearest possible product available. Requests replies ASAP as Dernelle plans visit in April & would like to be able to call upon interested U.S. firms. Cable—JeanMarie Dernelle, Administrateur Delegue, Industrial Promotion Service (IPS-Zaire), B.P. 2340 Kin 1, Kinshasa. Telex 322 IPS KIN; tel 24587-24568.

Fabricated wire products

3484000—GERMANY—Sports & hunting arms. Dir. sale for resale to end-user & dealers, sales rep/distr. Small-sized distr., importer, wishes add U.S. products to own line. Employs 20, plus 9 traveling salesmen. No special requirements as to price quotation & terms of payment. Reply to—Hermann Hebsacker, Haller Geschenkimport, Haldenstrasse 6, D-7178 Michelbach-Bilz. Phone 0791/3780.

Construction, mining, materials handling machinery, equipment

• **3530000—SYRIA**—Oil drilling rig according to specifications in Book of Conditions. Tender No. 297; bid deadline April 20. Syrian Petroleum Co., Mutanabi St., Damascus. Book of Conditions obtainable from Commercial Department of above company for S.P. 25 (US$1=S.P. 3.90).

Special industrial machinery

• **3541000, 3553000, 3570000, 3652000, 3662000, 3811000, 3952000—IRELAND**—Building Unit, Department of Education, Marlborough St., Dublin 1, has issued tender for supply of educational equipment for science, woodwork, metalwork, environmental studies, construction, mechanical drawing, arts & crafts, languages, home economics, business machines, visual aids. Bid deadline April 25. Copy of specifications available from above address after depositing 25 pounds sterling. When requesting specifications, please indicate types of equipment to be offered.

• **3559549—BURMA**—Supply of one prestressed concrete pipe plant with capacity for making minimum of 240 ft. of 60-66 in. diam. prestressed concrete pipe per day using local cement and imported high tensile wire. Bid deadline May 2. Plant expected to operate for 14 hrs. 40 mins. per day. Write to: Chairman, Pugyi Project Implementation and Coordinating Committee, Rangoon City Development Committee Bldg., Mahabandoola and Barr Sts., Rangoon. U.S. firms may obtain bid invitation and specs. for $27 per set from U.S. Embassy, Rangoon, citing T-0024. ADB financing.

General industrial machinery

• **3564651—AUSTRALIA** — Supply and erection of two electrostatic precipitators (ESP) for Gladstone Power Station, Queensland. Bid deadline April 27. ESPs to be designed, manufactured, supplied, tested, and commissioned as part of two boiler and turbo alternators of units 5 and 6. Units 1, 2, 3, 4 (275 MW capacity) already functional. Operating dates September 1980 and 1981 respectively. Bid documents should be filed in duplicate. Ref. tender No. 23/23. Financed by State and Federal Governments. Bids are $50 U.S. for first copy and $10 U.S. each additional. Send requests to: State Electricity Commission of Queensland, Corner Gregory Terrace and Warry St., Fortitude Valley, Brisbane. Tel: (07) 2243011 Ext. 474. Cable: AA 41079, SEAQ, BNE.

• **3569993 — TRINIDAD** — Supply of one plant for production of electrolytic compressed hydrogen gas. Bid deadline March 18. Plant must have capacity to deliver continuously 150 scfh of electrolytic hydrogen gas at purity not less than 99.8 percent and dew point −50° F. Plant to be capable of expansion by addition of rectifiers and cells as required. Power supply a.c. 415 V. 3 PH. 60 Hz. Rectifier systems to be provided with isolator, on-off button, raise-lower control, d.c. voltmeter and d.c. ammeter. System should provide stepless voltage control to vary hydrogen output over range of 50 to 100 percent capacity, and be adequately protected against excessive voltage, current temperature. Electricity Commission desires both c.i.f. and f.o.b. quotations. Write to: General Accountant, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain. Copy of tender will be available for inspection in Room 2812, Main Commerce, 202-377-5593.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

Communications equipment

• **3661000—SINGAPORE** — Foo Cheng Theng, Divisional Manager, Purchasing, Telecommunication Authority of Singapore, 4th floor, Plaza Singapore, 68 Orchard Road, Singapore 9, has issued tender number PT/6/77/(X) for supply and installation of fully automatic combined national and international telex exchange and ancillary equipment. Bid deadline April 29. Copy of specifications available from above address for S$2,000 (approx. U.S. $820).

• **3661000—SYRIA** — Syria Crude Oil Transport Co., P.O. Box 331, Homs, has issued tender number 547 for supply of automatic telephone exchanges and spares. Bid deadline March 15. Copy of specifications available from above address for SP 500 (U.S. $1.00=S.P. 3.90)

• **3662000—CYPRUS** — George Papaioannou, Chief Engineer, Cyprus Telecommunications Authority, P.O. Box 4929, Nicosia, has issued tender number AT 3/77 for supply of an ISB 10 kw. PEP high frequency remote control transmitter for ship-to-shore use and one ISB 5 kw. transmitter. Bid deadline April 22. Copy of specifications available from above address for 6 cyprus pounds (U.S. $14.55) for set of two.

• **3662000—GREECE**—Hellenic Telecommunications Organization (OTE), Call for Bids Division, 6 Klissovis St., Athens, has issued tender number 7/98 for supply of 22 single-channel radio receivers for ship-to-ship communications. Bid deadline March 18. Copy of specifications available free from above address.

Engineering, laboratory, scientific research instruments

• **3811000, 3832000, 3229000—BOLIVIA**—Ing. Jorge Lema P., Technical Manager, E.N.A.F., Casilla 4301, La Paz, has issued tender for supply of scales, drying stoves, ion exchanger, crusher and pulverizers, ph meters, spectrometer, atomic absorption unit, photometer, and laboratory glassware. Copy of specifications available from above address.

• **3811000 — MALTA** — Education Department, Valletta, has issued tender number 7/77 for supply of 15 hair hygrometers, silvered metal dial, approx. 125mm diameter, with scale 0 to 100 percent relative humidity, accurate to 3 percent in range 30-90 percent at temperatures up to 45° celsius; in ventilated, chromium plated case. Bid deadline March 21. Copy of specifications available from above address.

• **3811000—THAILAND**—Royal Irrigation Department, Samsen Road, Bangkok, has issued tender number NW-1-1 for supply of short range electronic distance measuring instruments, theodolites, levels, prisms, calculators, transcievers, power supply, etc. Bid deadline March 26. Copy of specifications available from above address at $5 per set.

Measuring & controlling devices

• **3824000 — SINGAPORE** — Chou Tai Choong, Chief Water Engineer, Water Department, Public Utilities Board, 5th Floor, Colombo Court Bldg., Singapore 5, has issued tender number WE 6522 37/76 for supply of 1,500 water meters, size 25mm and 840 water meters, size 100mm, of dry dial type. Bid deadline March 29. Copy of specifications available from above address upon deposit of

S$500 (approx. U.S.$205) to Public Utilities Board, Finance Department, 1st Floor, City Hall, Singapore 1. Deposits will be refunded if specifications returned.

Surgical, med., dental instruments

• **3841000 — ZAMBIA** — Secretary, Republic of Zambia Central Supply and Tender Board, P.O. Box 1009, Lusaka, has issued tender number MF/MPC/3 for supply of hypodermic needles and syringes. Bid deadline March 25. Copy of specifications available from above address.

Photographic equipment, supplies

• **3861000 — MALTA** — Education Department, Valletta, has issued tender number 9/77 for electrostatic photocopier, for copy up to 21.6 cm x 35.6 cm (8½" x 14"), from books, single sheets or bound originals. Must provide multicopy operation, automatic paper feed, exchangeable paper cassettes, at least six copies per minute, and at least 10 copies in one operation. Bid deadline March 21. Copy of specifications available from above address.

3861000 — QATAR — Yahya Al-Banna, Dir., Audio-Visual Section, Ministry of Education, P.O. Box 80, Doha, has requested catalogs from companies which supply audio-visual equipment and supplies, such as films, tapes, video tapes, slides, etc. Al-Banna is in position to determine all future purchases of A-V equipment. Expansion of entire Qatar school system under way. Both English and Arabic languages used. Interested suppliers should send catalogs, brochures, price lists and other sales information to Al-Banna soon as possible.

Business services

• **7392—NICARAGUA**—Ministry of Public Education invites bids from educational consulting firms for technical assistance for educational and vocational training program. Services of 5 Spanish-speaking experts needed for 2 years to supervise and direct regional eduaction centers and agricultural training schools and train Nicaraguan instructors. Financed by IBRD. Interested firms correspond in Spanish with Helia Maria Robles Sobalvarro, Ministro, Ministerio de Educacion Publica, Barrio la Fuente, Managua.

7329 — EGYPT — Alexandria Water General Authority invites prequalification information proposals from management consulting firms capable of providing professional services to improve and expand management and personnel procedures in areas of management control, budgeting and costs, and personnel evaluation. Services to be provided under terms of loan from World Bank. Prequalification information should include description of firm's expertise and experience (preferably in Egypt), references from clients, and further pertinent information. Send submissions by March 31 to Chairman, Alexandria Water General Authority, 61 Gamal Adbel Nasser St., Alexandria, (P.O. Bag Alexandria).

Motion picture production, distr.

7813—SWITZERLAND — 8mm. cartoon motion picture color films; also interested in 16mm. Well established motion picture film distributor and film library. Employs 11. Recommended trade contact. Reply to—Emil Keller, Mng. Dir., Schmalfilm AG, Badenerstrasse 342, CH-8040 Zurich. Tel: 01/54 27 27.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Wood products

2499582, 2499583—UNITED KINGDOM—Wood novelties & specialties; wood bowls, dishes, etc. Controlled by La Soie of Paris, handling nylon cord, washing lines, ironing boards & ironing accessories, engraving machines. Employs 26 with 11 salesmen. Interested in importing on commission basis above products suitable for sale to present customers incl. dept. stores, hardware, wholesale & retail outlets, supermarkets, etc. Co. stresses all products must be of very good quality. Reply to—R. D. R. Thomas, La Soie Ltd., 3 Huntingdon St., Canningtown, London E16 LHS. Tel (1) 476 5861/2.

Abrasive, asbestos, nonmetallic mineral products

3293200, 3293300—SWEDEN — Gaskets. Lg. co., estab. 1951, share capital SKR 2,200,000, employs 90. Subsidiary of Incentive AB, with share capital SKR 130 million & turnover SKR 4 billion. Reply to—Lennart Hultcrantz, Dir., Instrument Div., Apparatkeniska AB AKA, Box 15071, S-104 65 Stockholm. Cable AKAVAL, Telex 17049 AKAVAL S, Tel. 08/1716 26 60.

Steel mill products

3312000, 3313000—AUSTRIA—Ferromanganese; silvery iron; spiegeleisen; other ferroalloys (excl. ferrochromium & ferrosilicon); ferromanganese, incl. briquettes. Interested in price offers (c.i.f. European port); L/C payment. Interested in representation arrangements (Austria, COMECON) with mfrs. above ferroalloys. Industrie-Technik, founded 1957, employs 6 & imports/distributes chemicals, metals, ferroalloys as well as foundry & steel mill equip. Reply to--G. Binder, Industrie-Technik Verkaufsges GmbH, Opernring 1, A-1010 Vienna. Cable INDUTEVA; tel. (0222) 574432; telex 12670.

General industrial machinery

3569119, 3559111, 3564600—SWEDEN—Packaging machinery; chemical mfg. industry machinery, for pulp & paper; dust collection & other air purification equip. for industrial gas cleaning systems. Est. long-term market at SKR 100 million. Also pressure strainers, simplex & duplex. Reply to—Lennart Hultcrantz, Dir., Instrument Div., Apparatkeniska AB AKA, address above in item 3293200.

Communications equipment

3662300, 3569900—SWEDEN—Fire alarm systems, especially smoke detectors for private homes. Must be FM and UL approved. Estimated value: $20-50,000, depending on products. This is large agent distributor, principally of automotive parts and accessories, which has also started to deal in various kinds of fire equipment. Established 1946, has share capital of skr 2 million and approximate annual turnover of skr 62.8 million. Highly recommended trade contact. Reply to—Lennart Persson, K. G. Knutsson AB, Box 11069, S-161 11 Bromma. Telephone 08/25 26 60. Agency/distributorship.

3662681—NETHERLANDS — Electronic TV tuners, recorder mechanisms, tape, wire, disc & related goods. Excl. rep. for northwest Europe. Import/export firm estab. 1775, staff 45, auth. capital fls. 2,000,000, paid in 1,000,000. Sales worldwide. Bankers: Algemene Bank Nederland NV, Vijzelstraat 68, Amsterdam (also New York). Represents Fairchild, Timeband & Elbogen, all in Frankfurt; Wilbur Ellis Co. & Connel Bros., both San Francisco; Graddlink, London; Mitsui Mining, Tokyo. Initial transactions on secured basis. Reply to G.L.A.W. Van Stijn, Mgr., Chem. Div., Kon. G. de Vries Zn. BV, Stationsplein 9, Central Station, P.O. Box 498, Amsterdam, Netherlands. Cable DROGERIJEN; telex 12020; phone 020/247417.

3662681—MOROCCO — Insect repellent apparatus, electric. Excl. rep. Firm is sole agency for Singer sewing machines in N. Morocco. Reply to: Mr. Ahmedizitan, Casa Singer, 13 Ave. Mohamed V, Tetouan. Tel 2307.

Instruments for measurement, analysis and control

3823000, 3824000, 3825000—SWEDEN—Process control instruments, fluid meters & counting devices, instruments to measure electricity. Est. long-term market at SKR 100 million. Reply to—Lennart Hultcrantz, Dir., Instrument Div., Apparatkeniska AB AKA, address above in item 3293200.

3829324—NETHERLANDS — Barometer-thermometer-humidity combinations for household use. Excl. agency and/or distributorship. Estab. 1965; staff 14, auth. cap. fls. 500,000. Paid in fls. 100,000. Annual sales fls. 3,000,000. Recommend transactions on secured basis. Reply to—L. C. Fackeldey, Mgr., Van Steyn-Quist Verkoopkantoor Nederland, P.O. Box 258, Energieweg 22, Zoeterwouy. TWX 33361; Tel 071-899314.

Toys, amusement, sporting goods

3944263—JAPAN—Scientific toys. Estab. 1972. Paid in capital, 3.8 million yen; 57 employees. Yearly sales, 735 million yen. Main banks: Mitsui Bank (Nihonbashi Br., Tokyo); Sumitomo Bank (Nihonbashi Br., Tokyo); Kyowa Bank (Kayaba-cho Br., Tokyo). Reply to—Magoichiro Chatani, Pres., Asahi Capital Co., Ltd., 2-13, Kabuto-cho, Nihonbashi, Chuo-ku, Tokyo 103. Telex J26946 YAMATANE.

3944321—NETHERLANDS — Baby buggies (pushcars). Excl. rep. for northwest Europe. Reply to—G.L.A.W. Van Stijn, Mgr., Chem. Div., Kon G. de Vries Zn. BV; see item 3662681 above for address, particulars of firm.

Scrap materials

5093—TAIWAN — Stainless steel scrap, type 1808, 10,000 m/t monthly; railroad scrap, relaying rail & fittings; nonferrous scrap, etc. Est. sales $500,000. Reply to—W. T. Wagner, Dir., American Overseas Agencies, 28 St. 43, Road 4, Tien Mou, Taipei, Taiwan 112. Cable WAGNER TAIPEI, tel 871-9238.

Future Construction Abroad

VENEZUELA — Private sector chemical industry is planning construction of **polyurethane pre-polymer plant,** to produce 400 metric tons per month of same for microcellula elastomers for shoe industry. Executing Agency/Project Manager: Corporation De Investigacion Y Dessarrollo Industrial (CIDI), Apartado 4502, Caracas 101. CIDI is acting as consultant and is in final stages of feasibility study. Overall plant package, including local cost, will be $1.5-$2.0 million. CIDI is interested in proposals on process technology and plant equipment. In addition, secure supply of raw materials for importation could form part of turnkey offer.

Alternative raw materials could be either polyether or polyester-based, for both flexible and rigid foams. Interested firms correspond directly with Dr. Carmelo J. Rodriguez, Dir., CIDI, at above address.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance on assets and bank guaranties to U.S. construction and service firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's contract insurance programs, write Construction Insurance Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-7825.

THAILAND—Post & Telegraph Dept. (P&T) is studying installation of **submarine cable link** between Bangkok and Haad Yai, major commercial center in southern Thailand. Technical report prepared by P&T will be submitted to National Economic and Social Development Board for concurrence and then to Cabinet for final approval. Cable would extend approx. 400 nautical miles and carry 1,200 channels. Estimated cost approx. $20 million. Installation, scheduled to commence at end 1977, would take three years.

Final survey would be performed by equipment supplier/contractor. For more information, contact project engineer: Pongsak Pothisiri, International Telecommunication Div., Post & Telegraph Dept., New Rd., Bangkok, Thailand. OPIC.

GUATEMALA—Deadline for prequalifying for construction of new **airport** in Flores, Peten, including a 2,000-meter runway, maintenance area, terminal, and emergency facility; the 63-kilometer Santa Elena to Tikal **highway;** and **public facilities, including water supply, wastewater system, electrical power, and buildings** has been extended to March 4. Documents, available with instructions from Secretaria de la Comision Precalificadora, Departamento de Specificaciones, Division Tecnica, Direccion General de Caminos, Finca la Aurora, zona 13, Guatemala City, must be submitted in Spanish or accompanied by translation authorized by Guatemala.

QATAR—Engineering Services Department, Ministry of Public Works, is issuing documents inviting tenders for design and construction of **2,000 houses,** each approximately 184 sq. meters in area, to be completed in three years. Fixed price tenders valid for 90 days will be returnable on April 16. Tender documents will be issued against non-refundable payment of QR 500 (US $125). Applicants must have one of the following: registered Qatari contractor; registered Qatari contractor in joint venture with international contractor of proven experience in large volume housing systems using concrete; or international contractor of proven experience with Qatari agent. Firms wishing to be considered for inclusion on tender list should forward ASAP brief prequalification material to Engineering Services Department. Material should include name and addresses of companies who will be involved in preparation of designs and construction, and sent to G. Webster, Director of Engineering, 2,000 housing units, Engineering Services Unit, Ministry of Public Works, Doha. Additional details and outline of provisional design specifications available from Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-4441.

IRAN—Government is planning to build **Reza Pahlavi Industrial Complex.** Feasibility study for first 4 plants near completion and officials seeking firms interested in entering joint ventures for following plants: **structural steel plant, foundry, forge, and heavy machinery plant.** Government expects U.S. partner to provide turnkey production facilities and management advisory personnel and to be prepared to discuss financing package as well. For additional information, contact soon as possible Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-4441.

Swedish Agency Seeker To Visit New York, Chicago

Arne Eriksson, Mng. Dir., Domina AB, Nassjo, Sweden, will visit U.S. to seek exclusive agency in Sweden for: **industrial and residential humidifiers and dehumidifiers, industrial air purification equipment, and heat recovery equipment and systems.** Eriksson will be in New York and Chicago, March 3-17. Interested U.S. firms may contact Shelley Berlin, Foreign Buyer Program, U.S. Department of Commerce, Washington, D.C., 202-377-3265.

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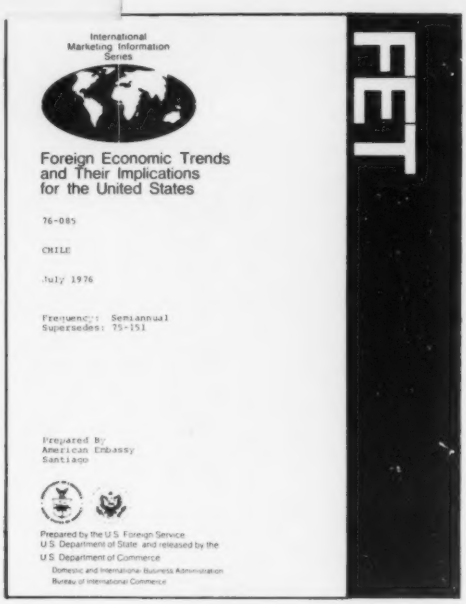

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